

**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE**

In re Application of:	)	
	)	
Robert N. MILMAN et al.	)	Group Art Unit: 3629
	)	
Application No.: 09/724,268	)	Examiner: John Weiss
	)	
Filed: November 28, 2000	)	
	)	
For: METHOD AND SYSTEM FOR	)	Confirmation No.: 7895
PROVIDING REAL ESTATE	)	
INFORMATION USING A COMPUTER	)	
NETWORK, SUCH AS THE INTERNET	)	

Commissioner for Patents  
P.O. Box 1450  
Alexandria, VA 22313-1450

Sir:

**AFFIDAVIT OF ROBERT N. MILMAN**

I, Mr. Robert N. Milman, declare as follows:

1. I am a named inventor of the above application and the provisional application to which the above application claims priority.
2. I participated in the preparation of the Amendment of February 21, 2006 and have read that amendment.
3. In the preparation of the February 22, 2006 amendment, I reviewed the formal and the provisional application.
4. I understand that the February 2006 amendment added Figs. 2A-B, 6A-C, and 20-24 to the formal application. I have reviewed those Figures. Each of added Figs. 2A-B, 6A-C, and 20-24 were photocopies of all or portions of pages in the provisional application. Attached

at Appendix 1 are photocopies of the specific pages of the provisional application that were used to make these Figures. A marker has been added to the photocopied pages, to indicate that the respective pages were the “basis for” the added Figures 2A-B, 6A-C, and 20-24.

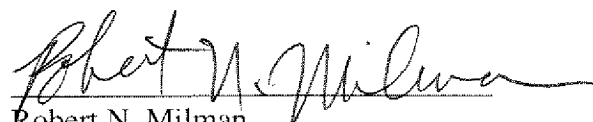
5. I understand that the February 2006 amendment added written disclosure to the formal application and that the additions are identified by underlining in Exhibit B and describing the newly added Figures. The substance of the written disclosures regarding the added Figures and identified by underlining in Exhibit B were taken from and are contained in the provisional application. Often the underlined disclosures describe what is shown in the drawings or is expressly taken from the pages from which the new Figures were created. At other times the underlined disclosures are supported by other portions of the provisional application and/or the original formal application. Samples of exemplary pages from the provisional application that provide support for added subject matter are included at Appendix 2. The substance of all of the underlined disclosures in Exhibit B are supported by the original applications and claims, and/or the provisional application.

6. I understand that according to Patent Office rules, no amendment may introduce new matter into a disclosure of an application. I also understand that my provisional application filed in November of 2000 was incorporated by reference and included within the technical disclosure of my application. Based on my knowledge of the art relevant to my invention, it is my belief that no new technical disclosure, other than that contained in the formal application as originally filed on November 28, 2000 and in the provisional application filed in April 27, 2000, was added by the Amendment of February 21, 2006.

7. I hereby declare that all statements made herein of my own knowledge are true and that all statements made on information and belief are believed to be true; and further that

these statements are made with knowledge that willful false statements and the like so made are punishable by fine or imprisonment, or both, under 18 U.S.C. § 1001, and that such willful false statements may jeopardize the validity of the application and any patent issued thereon.

Date: *MAY 18, 2007*

  
Robert N. Milman

## **APPENDIX 1**

B. Add Buyers (Edit Buyer Profile) – Used to create (change) custom buyer Web sites simply by filling out a buyer profile form. Agents appear to be high tech without having any knowledge of the Internet or programming.

## 1. Image of Add Buyers

The screenshot shows a web browser window titled 'Buyer Manager @ UsAgent.com - Netscape'. The browser's address bar shows 'http://www.usagent.com'. The page has a navigation bar with links: 'Home', 'Buyer Services', 'MLS Services', 'Message Center', 'Feedback', 'Profile', and 'Help'. Below the navigation bar is a banner that says 'Tell us what you think of our site...' with links for 'comments' and 'suggestions'. The main content area is titled 'Buyer List' and 'New Buyer'. It contains a form for adding a new buyer. The form has a title bar that says 'To add a buyer to your Buyer List, fill out the following form. Click Finished when you're done.' The form fields include: 'Buyer Type' (radio buttons for 'Client' and 'Investor', with a note 'Only clients receive Price History & Area Sales'), 'Give Buyer' (checkboxes for 'Buyer Report' and 'Property Lookup'), 'Name(s):', 'Address 1:', 'Address 2:', 'City:', 'State:', 'Zip:', 'Home Phone:', 'Work Phone:', 'Fax:', 'Pager:', and 'Email:'. The form is set against a background of a house illustration.

Buyer Manager @ UsAgent.com - Netscape

Home Buyer Services MLS Services Message Center Feedback Profile Help

Tell us what you think of our site...  
comments  
suggestions

Buyer List New Buyer

To add a buyer to your Buyer List, fill out the following form. Click Finished when you're done.

Buyer Type: ☒ Client ☐ Investor Only clients receive Price History & Area Sales

Give Buyer: Buyer Report ☒ Property Lookup ☒

Name(s):

Address 1:

Address 2:

City:  State:  Zip:

Home Phone:  -  -  Work Phone:  -  -

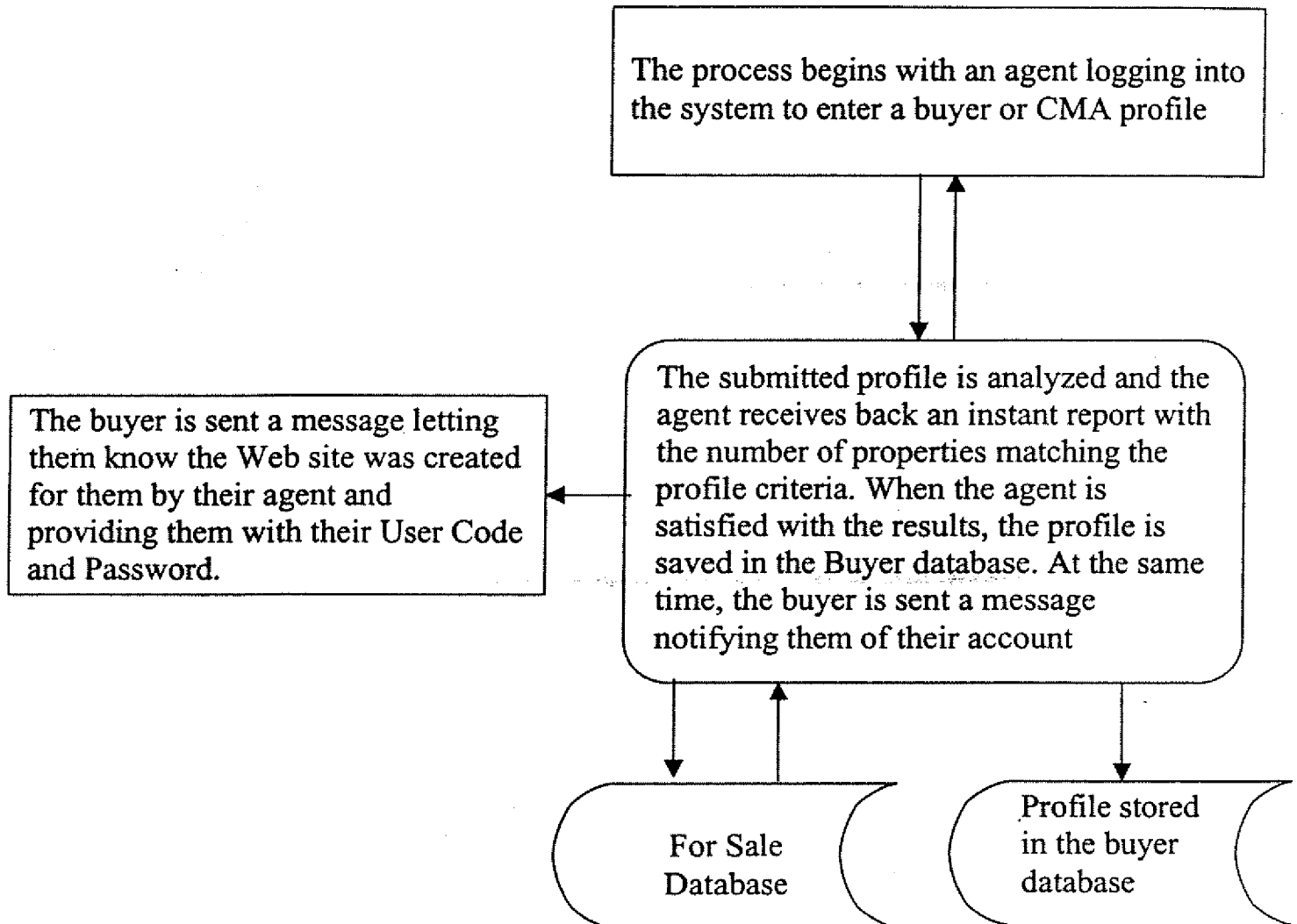
Fax:  -  -  Pager:  -  -

Email:

Document Done

Basis for Fig. 2A

## 2. Add Buyer Procedure



Basis For Fig. 2B

G. Property Detail – In addition to the normal property information (listing details, property photos and a map showing the property location), Listingbook provides additional reports like Area Sales, Loan Info and Agent Info reports.

## 1. Image of Property Detail

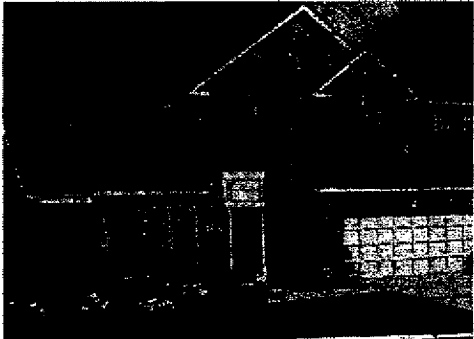
Buyer Manager @ LbAgent.com - Netscape

Home Page Buyer Services LMA Services Message Center In the Hot Profile Help

Tell us what you think of our site...  
comments suggestions

Buyer List → Karen Wenberg → Buyer Report → Property Detail

Property Overview 12235 Kane Alexander Dr Agent Info | Print | View Yahoo Map

	<p>Area 01-06 / Northstone</p> <p>Age 0 MLS# 0945702</p> <p>Exterior Brick Veneer Style Traditional</p> <p>Levels 2.0 Rooms 12+</p> <p>SqFt 2,818 Acreage 0 Acres</p> <p>Price \$261,497 \$/SqFt \$92.80</p> <p>Bedrooms 5 Baths 3 Full, 1 Half</p> <p>Heat Gas Water City Water</p> <p>Basement No Parking 2 Car Garage</p> <p>Misc Wood Floors, Fireplace(s), Central Air</p> <p><input checked="" type="checkbox"/> Perfect Match</p>
--	--

Property Notes

TAKE I-77 RIGHT ON HWY. 73. RIGHT ON HWY. 115 LEFT ON MCCORD ROAD. NORTHSTONE IS ON THE RIGHT.

View Photo Report Area Sales Loan Report

Tag BI Review Criteria ← Last Next →

Document Done

Basis for Fig. 6A

I. Property Lookup (LbBuyer) – There is no easier way for buyers to obtain information about a particular property. All they need to do is provide the approximate price, street name, sub-division name or MLS number and the property will be displayed in a list of possible properties.

### 1. Image of Property Lookup

The screenshot shows a web browser window titled "Property Lookup @ LbBuyer.com". The browser's address bar shows "http://www.lbbuyer.com/propertylookup.html". The page has a navigation bar with links: "Home", "Property Lookup", "Target Price", "Price Range", "Sub-Division", "Street Name", "MLS Number", and "Help". Below the navigation bar is a banner that says "Tell us what you think of our site..." with links for "comments" and "suggestions", and a small house icon. The main content area is titled "Property Lookup will allow you to look for any property in Cabarrus, Mecklenburg, Stanly, Union, and York counties." Below this is a large black rectangular box. Underneath the box is a list of search criteria with radio buttons: "Target Price", "Price Range", "Sub-Division", "Street Name", and "MLS Number". To the right of this list is a text box for entering criteria. Below the list is another large black rectangular box. At the bottom left is a "Begin Search" button. To the right of the button is an "Example:" label followed by a text box. Below the "Example:" text box is a note: "Type in your criteria and click on the 'Begin Search' button."

Property Lookup @ LbBuyer.com

http://www.lbbuyer.com/propertylookup.html

Home Property Lookup Target Price Price Range Sub-Division Street Name MLS Number Help

Tell us what you think of our site...  
comments suggestions

Property Lookup will allow you to look for any property in Cabarrus, Mecklenburg, Stanly, Union, and York counties.

Target Price  
Price Range  
Sub-Division  
Street Name  
MLS Number

Target Price finds properties priced close to the price you enter. Price Range finds properties priced between the prices you enter. Sub-Division and Street Name find properties with the name you enter in their sub-division or street name.

Begin Search

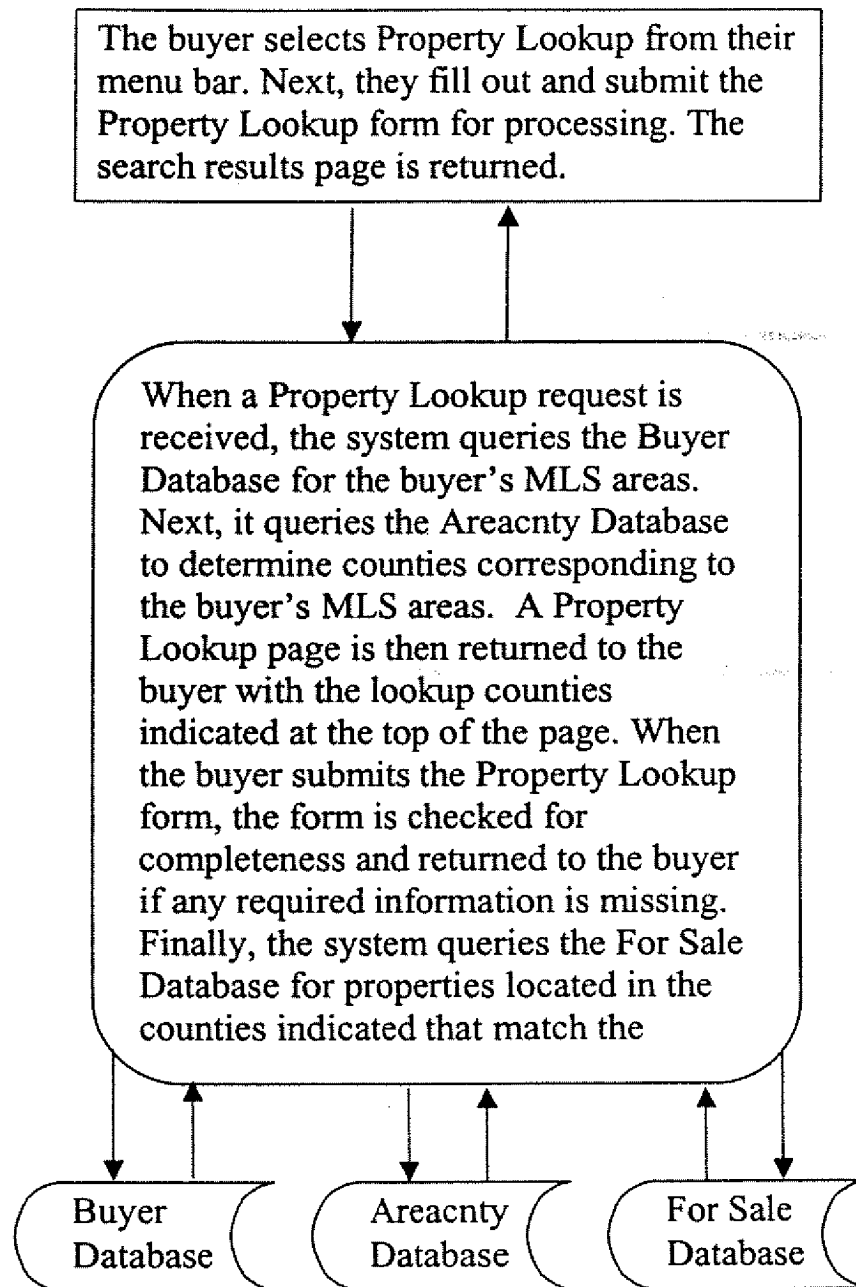
Example:

Type in your criteria and click on the 'Begin Search' button.

Basis for Fig. 6B



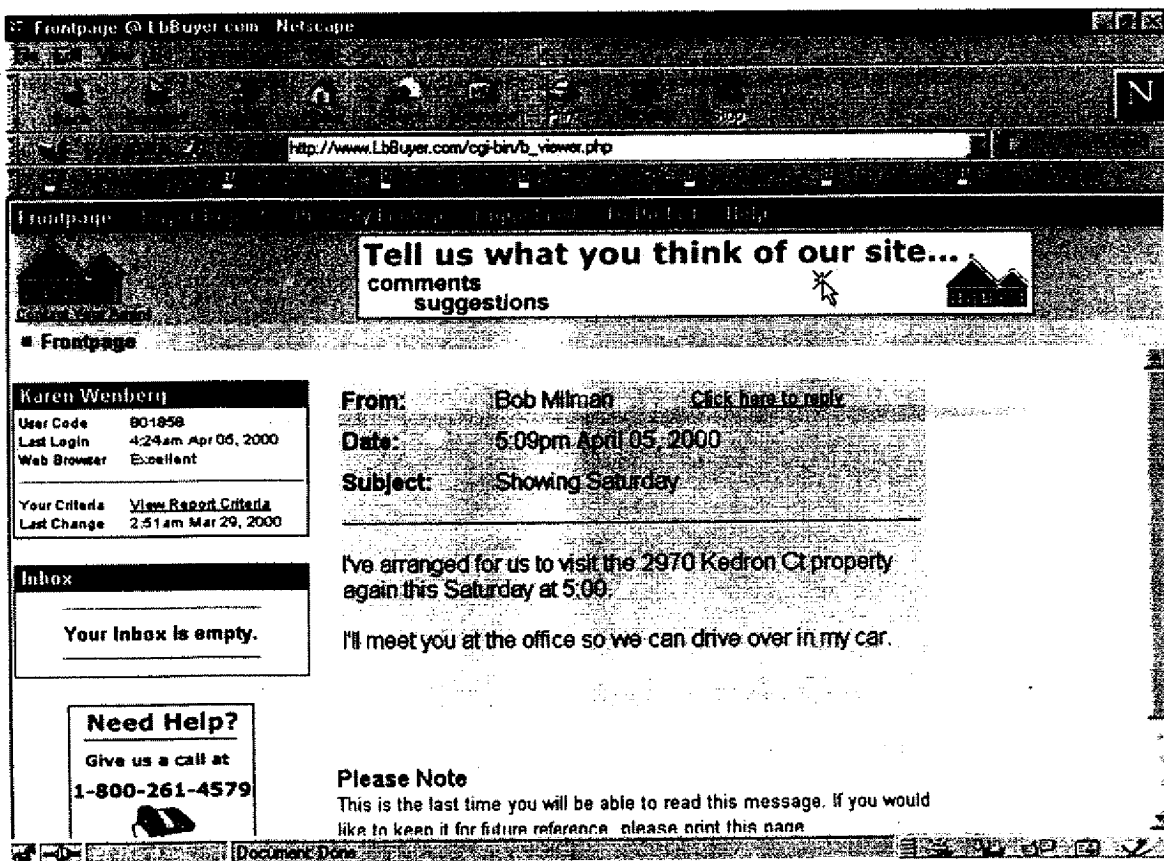
## 2. Property Lookup (LbBuyer)



Basis for Fig. 6C

K. Integrated Messaging – Instant messaging is integrated into the LbBuyer and LbSeller services. Clients can communicate electronically with their agents anywhere, anytime without the use of an e-mail account.

### 1. Image of Buyer Message



Basis for Fig. 20





## 1. CyberCMA Reports

## CyberCMA Report

SUBJECT PROPERTY									
ADDRESS	SUB-DIV	LVLS	BDRMS	BATH	AGE	SQFT	LIST\$	\$SQ/FT	DOM
234 Knob View Ct.	Knob View	2.0	4	3.1	8	4320	N/A	N/A	N/A

FOR SALE PROPERTIES									
ADDRESS	SUB-DIV	LVLS	BDRMS	BATH	AGE	SQFT	LIST\$	\$SQ/FT	DOM
913 Knob View Ct.	Knob View	2.0	5	4.1	9	4376	419,500	95.86	220
120 Glousman Rd	Willow Gle	2.0	4	3.1	10	4283	444,900	103.88	84

VERAGE LIST\$: 432,200    AVERAGE \$/SQ.FT.: 99.83    AVERAGE MARKET TIME: 152

SOLD PROPERTIES									
ADDRESS	LVLS	BDRMS	BATH	AGE	SQFT	LIST\$	SALES\$	\$SQ/FT	DOM
509 Barrington Way	2.0	5	4.2	8	4650	469,900	425,000	91.40	124
234 Allistair Road	2.0	5	5.0	10	4840	480,000	450,000	92.98	83

VERAGE LIST\$: 474,950    AVERAGE \$/SQ.FT.: 100.10    AVERAGE MARKET TIME: 104

VERAGE SALES\$: 437,500    AVERAGE \$/SQ.FT.: 92.20    SALES\$ TO LIST\$: 92%

			\$437,500	
Sold	\$425,000	-----		\$450,000
Properties	Lo Price		Average	Hi Price

			\$432,200	
For Sale	\$419,500	-----		\$444,900
Properties	Lo Price		Average	Hi Price

			\$429,300	
Subject	\$398,300	-----	\$432,500	
Property	Lo Price		Average	Hi Price

Information believed to be accurate but subject to verification by all parties.

Note: Properties could be removed by viewing the detail and clicking on the "Un CMA" button

## II. QUERY RULES

Use these rules to establish SQL criteria:

Note: If listed property ( ML# load ) or optional Price Range entered by agent, use price as indicated below. If no Price Range, substitute Heated Sq Ft for Price Range and make sure Heated Sq Ft is not used twice in the query.

R\_ACTV

If sub-division#"N/A"

If count for type and sub-division ( in same area(s) ) and  
acre< Subject acre+/-1 and price = subject price +/-20% > 9  
as\_area = sub-division ( in same area(s) )  
else

If count for type and (area and sub\_area and zip\_code) and  
acre< Subject acre+/-1 and price = subject price +/-20% > 9  
as\_area = area and sub-area and zip\_code  
else

If count for type and (area and sub\_area ) and acre< Subject  
acre+/-1 and price = subject price +/-20% > 9  
as\_area = area and sub-area  
else  
as\_area = area

endif

else

If count for type and (area and sub\_area and zip\_code) and  
acre< Subject acre+/-1 and price = subject price +/-20% > 9  
as\_area = area and sub-area and zip\_code  
else

If count for type and (area and sub\_area ) and acre< Subject  
acre+/-1 and price = subject price +/-20% > 9  
as\_area = area and sub-area  
else  
as\_area = area

endif

endif

endif

Test 1 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 15% (Ex.170000-230000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Heated SqFt - Subject +/- 20% (Ex.1600-2400 [2000])

Levels - Same as subject (Ex.Levels - 1 Story)

Parking - Same as subject (Ex. 2+ Car Garage)

Test 2 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Heated SqFt - Subject +/- 25% (Ex.1500-2500 [2000])

Levels - Same as subject (Ex.Levels - 1 Story)

Parking - Same as subject (Ex. 2+ Car Garage)

Test 3 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Levels - Same as subject (Ex.Levels - 1 Story)

Parking - Same as subject (Ex. 2+ Car Garage)

Test 4 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Levels - Same as subject (Ex.Levels - 1 Story)

Test 5 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)



Test 6 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Test 7 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Test 8 - Stop regardless of what is found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Use R\_Solds

```
If sub-division#"N/A"
  If count for type and (sale date <= 12 months) and sub-division ( in same area(s) )
  and acre< Subject acre+/-1 and price = subject price +/-20% > 9
    ss_area = sub-division ( in same area(s) )
  else
    If count for type and (sale date <= 12 months) and (area and sub_area and
    zip_code) and acre< Subject acre+/-1 and price = subject price +/-20% > 9
      ss_area = area and sub-area and zip_code
    else
      If count for type and (sale date <= 12 months) and (area and sub_area )
      and acre< Subject acre+/-1 and price = subject price +/-20% > 9
        ss_area = area and sub-area
      else
        ss_area = area
      endif
    endif
  else
    If count for type and (sale date <= 12 months) and (area and sub_area and
    zip_code) and acre< Subject acre+/-1 and price = subject price +/-20% > 9
      ss_area = area and sub-area and zip_code
    else
      If count for type and (sale date <= 12 months) and (area and sub_area )
      and acre< Subject acre+/-1 and price = subject price +/-20% > 9
        ss_area = area and sub-area
      else
        ss_area = area
      endif
    endif
  endif
endif
```

Test 1 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date =< 6 months

Acre - less than Subject acre+/-1

Price Range - Subject +/- 15% (Ex.170000-230000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Heated SqFt - Subject +/- 20% (Ex.1600-2400 [2000])

Levels - Same as subject (Ex.Levels - 1 Story)

Parking - Same as subject (Ex. 2+ Car Garage)

Test 2 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date =< 12 months

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Heated SqFt - Subject +/- 20% (Ex.1600-2400 [2000])

Levels - Same as subject (Ex.Levels - 1 Story)

Parking - Same as subject (Ex. 2+ Car Garage)

Test 3 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date =< 12 months

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Heated SqFt - Subject +/- 25% (Ex.1500-2500 [2000])

Levels - Same as subject (Ex.Levels - 1 Story)

Parking - Same as subject (Ex. 2+ Car Garage)

Test 4 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date =< 12 months

Acre - less than Subject acre+1

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Levels - Same as subject (Ex. Levels - 1 Story)

Parking - Same as subject (Ex. 2+ Car Garage)

Test 5 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date =< 12 months

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex. 160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Levels - Same as subject (Ex. Levels - 1 Story)

Test 6 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date =< 12 months

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex. 160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Test 7 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date =< 12 months

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Test 8 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date =< 12 months

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Test 9 - Stop regardless of what is found

Area

Type - Single Family or Condo-Townhome

Sale Date =< 12 months

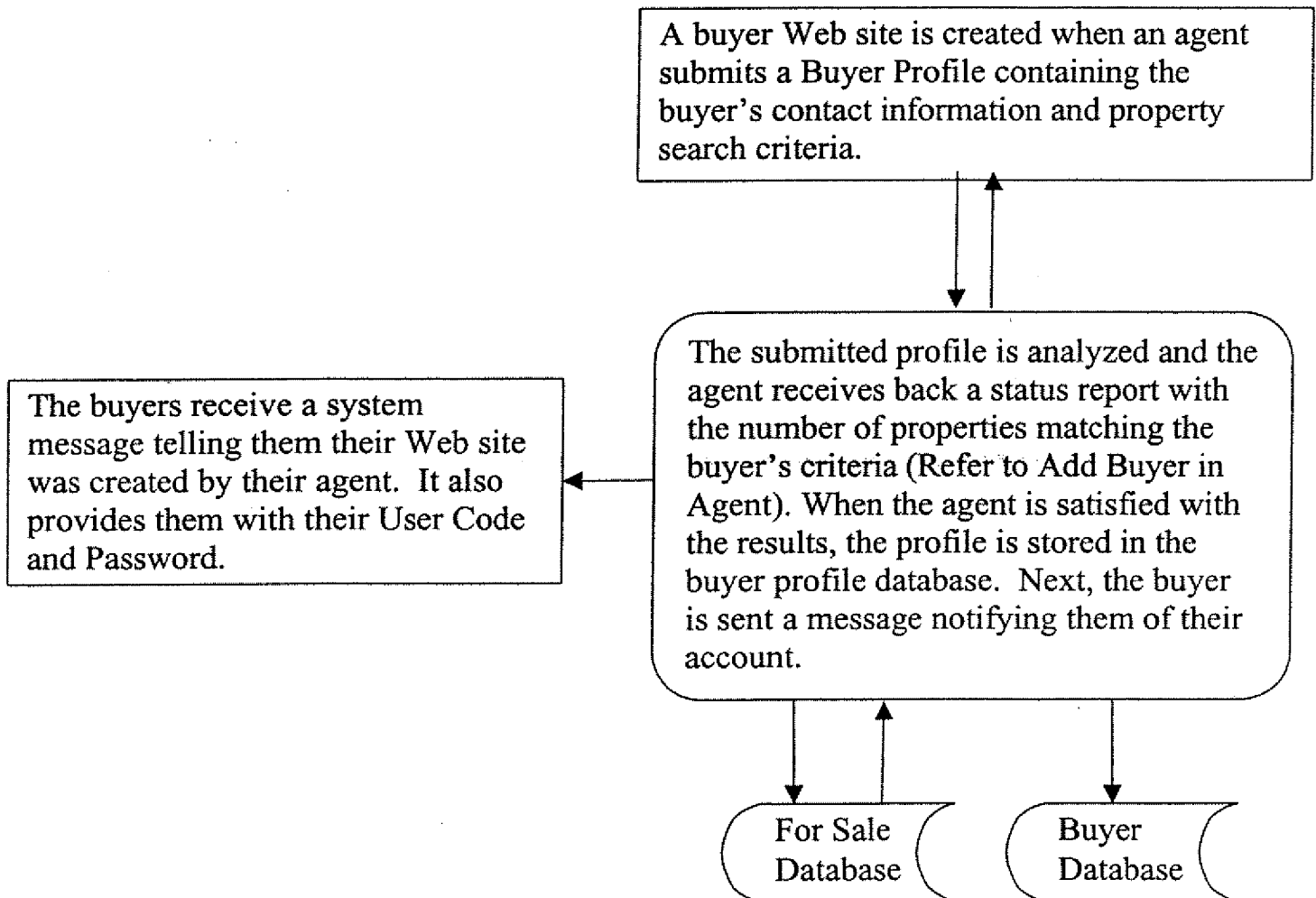
Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

After the sold criteria is found, add an "or" condition that will include properties that match the active criteria and have sold in the past 90 days ( even if they don't match the sold criteria ). If the result is more than 50 solds, reduce the days used with the active criteria to 60, 30, or 15 days. This will pick up properties that were in the For Sale list and sold that wouldn't appear in the sold list if the sold criteria is more restrictive.

## **APPENDIX 2**

## Buyer Web Site Creation



- Subjects**
- Home
  - Franchise
  - Buyer Service
  - Buyer Manager
  - Property Buyer
  - Property Seller
  - Property Buyer
  - Property Seller
  - Property Buyer
  - Property Seller

**4 → Email Box**

The Email box is used to indicate the buyer's Email address. Since buyer notifications ( including new account information ) will be sent to the address provided, it is important that you make sure the address is correct. Test the address prior to adding a buyer to insure your buyer receives all information. Leave the Email box blank if entering a buyer profile for your information only.

To continue learning about Add Buyers, click on **2** below.

To add a buyer to your Buyer List, fill out and submit the following form. Click **Finished** when you're done.

**Customer**

**1 → Buyer Type:**  Only clients receive Price History & Area Sales

**2 → Give Buyer:** ☒ **Buyer Report** ☒ **Property Lookup**

**3 → Name(s):**

**Address 1:**

**Address 2:**

**City:**  **State:**  **Zip:**

**Home Phone:**  -  -

**Work Phone:**  -  -

**Fax:**  -  -

**Pager:**  -  -

**4 → Email:**

**1 2 3 4 5**

86



## Add Buyers - Page 2 Introduction

**To learn more about Add Buyers, click on the numbered arrows.**

1 →

Map of Charlotte

Single Family ☒ Condo - Townhome ☐

To select or deselect MLS areas, hold down the Control key (Cn) and click the areas using your mouse.

2 →

- 01-00 Area 1 - NE Charlotte/Mecklenburg County
- 01-01 Southwest Area 1
- 01-02 Southeast Area 1
- 01-03 Southwest Area 1
- 01-04 Southeast Area 1
- 01-05 Central Area 1
- 01-06 Northern Area 1
- 01-07 Northern Area 1

**1 2 3 4 5**

Subjects

Log On

Profile Page

Buyer Services

Seller Services

Home Search

Market Research

Mortgage Center

Feedback

1➡ Property Type Check Boxes

The Property Type check boxes are used to indicate whether the buyers want Single Family, Condo - Townhome, or both property types. The default property type is Single Family. If the buyers want only Condo - Townhome, click on Single Family to deselect it prior to clicking on Condo - Townhome.

Report Criteria

1➡

Single Family ☒ Condo - Townhome ☐

To select or deselect MLS areas, hold down the Control key (Cmd) and click the areas using your mouse.

2➡

01-00 Area 1 - NE Charlotte/Mecklenburg County  
01-01 Southwest Area 1  
01-02 Southeast Area 1  
01-03 Southwest Area 1  
01-04 Southeast Area 1  
01-05 Central Area 1  
01-06 Northern Area 1  
01-07 Northern Area 1

1 2 3 4 5

- Subjects**
- Home
  - Frontpage
  - Buyer Services
  - Buyer Manager
  - Home Search
  - Property Search
  - Mailbox
  - Message Center
  - Logout

## Add Buyers - Page 3 Introduction

The next criteria sections are Advanced Areas and Price. Use of Advanced Areas is optional if an MLS area has been selected. If selections are made from both Advanced Areas and MLS Areas, the Buyer Report will contain properties from both area types.

To learn more about Add Buyers, click on the numbered arrows.

1 → If you would like to select sub-divisions, counties, or parcels for this profile, click the Advanced Areas button.

2 → Highest \$  (down payment + loan amount + repeating \$0)

Lowest \$

1 2 3 4 5

90

Subjects
1. Introduction
2. Buyer Report
3. Property Search
4. Buyer Manager
5. Property Details
6. Buyer Search
7. Message Center
8. To Do List

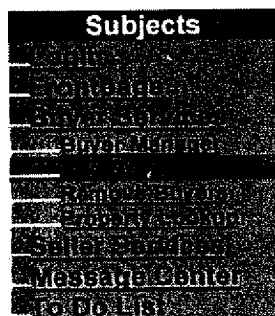
## ① → Like to Have Column

The Like to Have column is used to indicate features that are desired instead of required. If a property lacks a Like to Have feature, it would be included in the Buyer Report with the mismatched feature indicated. For example, an agent might indicate "Age - 3 years or less" as a Like to Have feature and "Age - 10 years or less" as a Must Have feature. If a property is 4 years old, it would make it to the Buyer Report but would not be a Perfect Match due to its age.

Select features by clicking the appropriate column. A property that lacks a Must Have feature will be excluded from the Buyer Report. Properties that have both the Like to Have and Must Have features are considered perfect matches.

Feature	Like to Have	Must Have
Age - 3 years or less	① → <input type="checkbox"/>	<input type="checkbox"/> ← ②
Age - 10 years or less	<input type="checkbox"/>	<input type="checkbox"/>
Age - More than 70 years	<input type="checkbox"/>	<input type="checkbox"/>
Bedrooms - 2 or more	<input type="checkbox"/>	<input type="checkbox"/>
Bedrooms - 3 or more	<input type="checkbox"/>	<input type="checkbox"/>
Bedrooms - 4 or more	<input type="checkbox"/>	<input type="checkbox"/>

1 2 3 4 5



## ② → Must Have Column

The Must Have column is used to indicate required features. Must Have features **MUST** be satisfied for a property to be in the Buyer Report. If you indicate "Age - 3 years or less" as a Must Have feature, a property that is 4 years old would be excluded from the Buyer Report. Even if you select "Age - 10 Years or less" as a Like To Have feature, it would not override the fact that the property didn't match the Must Have feature "Age - 3 years or less".

To continue learning about Add Buyers, click on 5 below

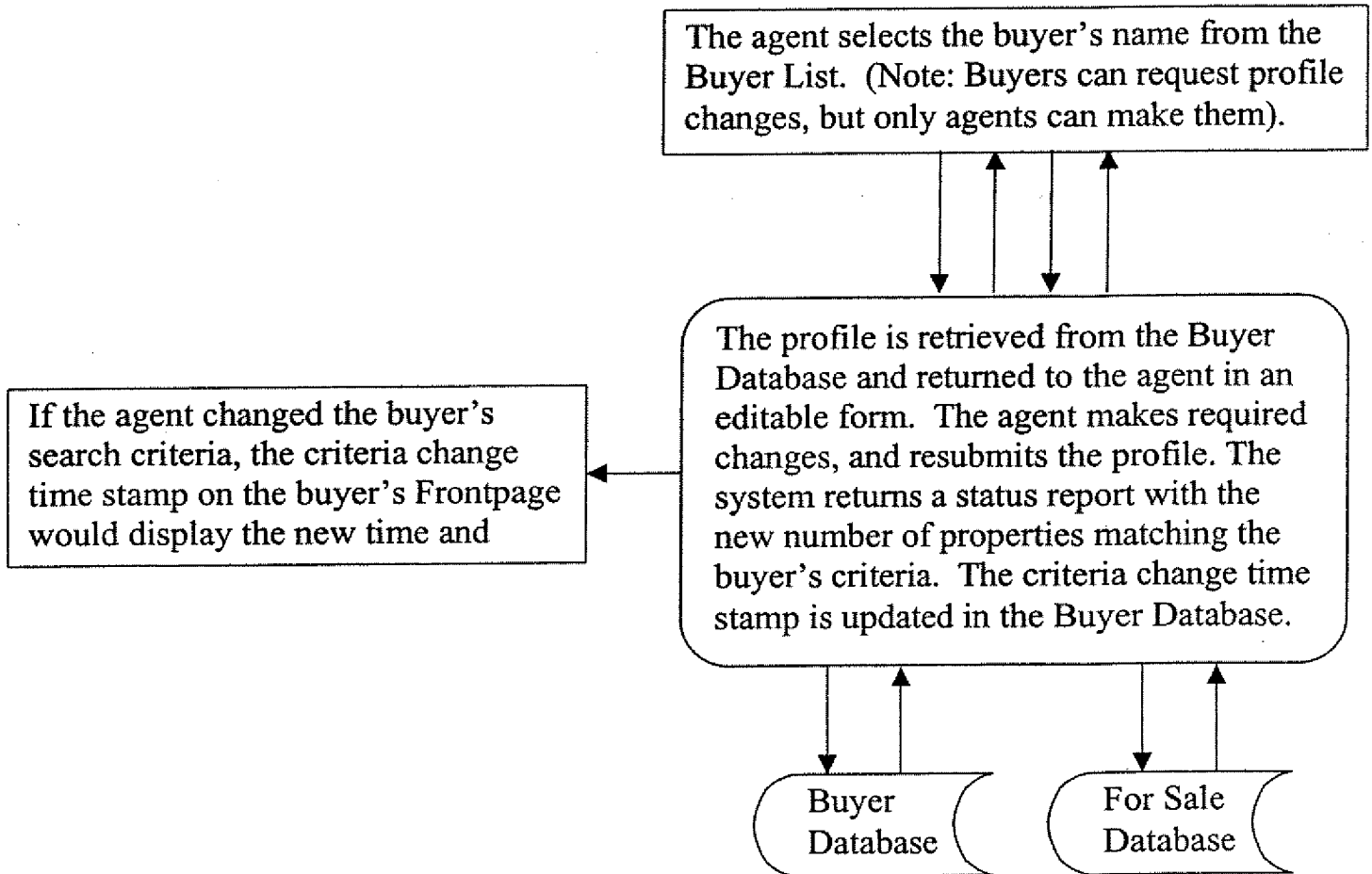
Select features by clicking the appropriate column. A property that lacks a Must Have feature will be excluded from the Buyer Report. Properties that have both the Like to Have and Must Have features are considered perfect matches.

Feature	Like to Have	Must Have
Age - 3 years or less	<input type="checkbox"/>	<input checked="" type="checkbox"/> ②
Age - 10 years or less	<input checked="" type="checkbox"/> ①	<input type="checkbox"/>
Age - More than 10 years	<input type="checkbox"/>	<input type="checkbox"/>
Bedrooms - 3 or more	<input type="checkbox"/>	<input type="checkbox"/>
Bedrooms - 3 or more	<input type="checkbox"/>	<input type="checkbox"/>
Bedrooms - 4 or more	<input type="checkbox"/>	<input type="checkbox"/>

1 2 3 4 5

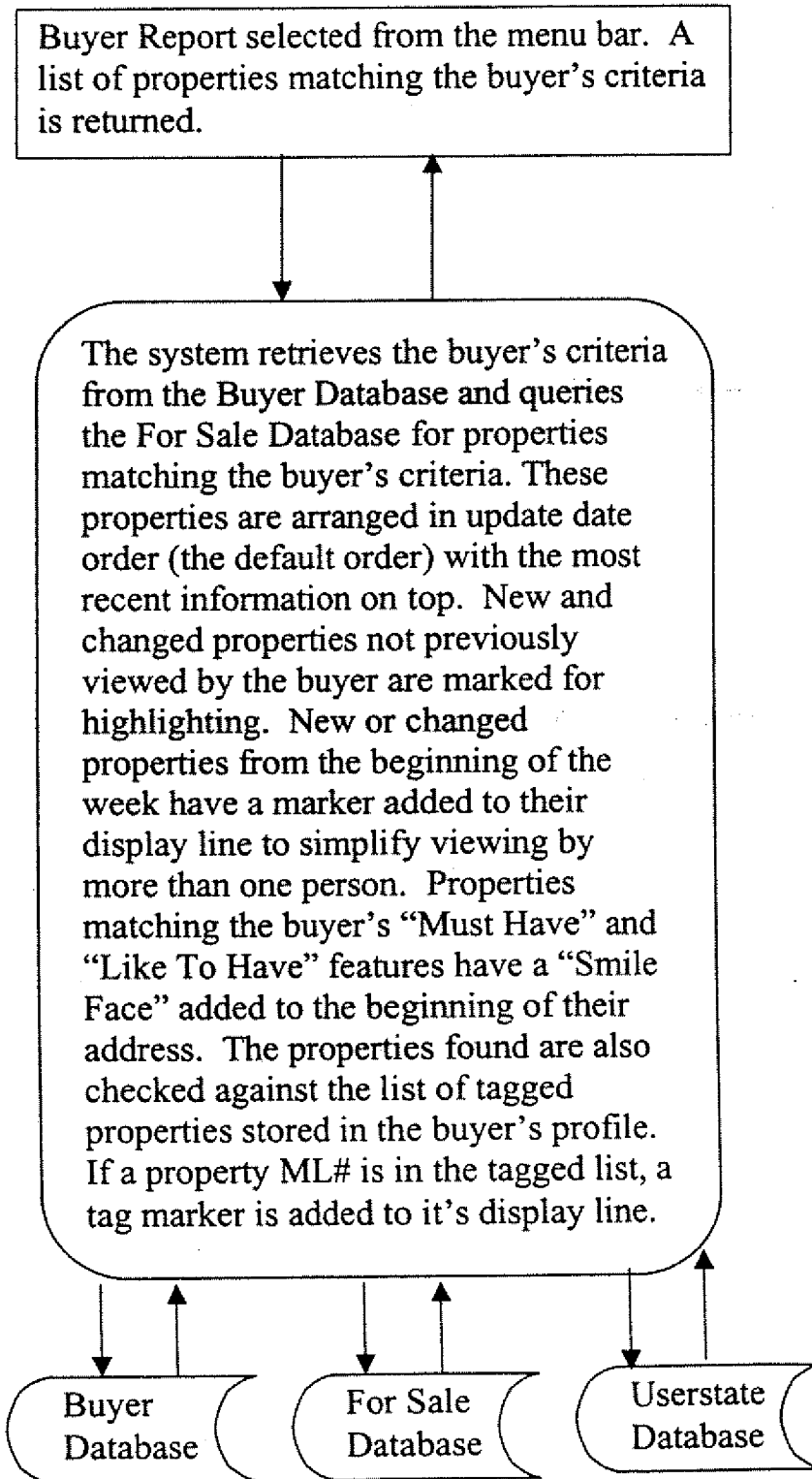
GA

## Changing the Buyer Profile





## 2. Property List Preparation





## F. Continued.

3. Price History Links – Embedded price links indicate properties that had price changes since they were listed. The absence of a price history link indicates that the price hasn't changed since the property was listed.

Price History links are unique to Listingbook.

The price history links can be useful in preparing an offer to purchase on a property .

4. Unseen Property Highlighting (Buyer Report) – Users are given a visual indicator of properties that were added or changed in the Buyer Report since the user last viewed the report.

Other systems send alerts when new property information is available, but do not indicate the new properties when the user views their search results. To our knowledge, they also ignore changes (ie. price, etc.) that could be of interest to buyers.

#### F.4. Continued.

Easier to keep up with than the real estate portals since the highlighting identifies the properties at the top of the report that were added or changed since the user last viewed the report.

5. New and Chg Markers (Buyer Report)— Indicate properties that were added or changed in the Buyer Report since the beginning of the week.

This information is not available from the real estate portals.

After the new or changed properties are viewed, they lose their highlighting. The New and Chg markers remain until the next week begins to indicate recent changes. This is important when the Buyer Report is being viewed by more than one person.

6. Tagged Markers (Buyer Report) – Indicate report properties they were tagged by the buyers or their agent.

The real estate portals allow users to save properties, but saved properties are not indicated when the search results are displayed.

## F.6. Continued.

Indicating tagged properties (and who tagged them) eliminates duplicate tagging of properties.

7. CMA Markers (CMA Comp Lists) – Similar to Tagged Properties in the Buyer Report, CMA properties were selected as comparables by the agent or property owners.

The real estate portals don't provide CMA information.

Indicating CMA properties (and who selected them) eliminates duplicate selection of properties.

8. Synchronized Viewing – Multiple users can view a property list at the same time. Each user is given control of the viewing process, but viewing can be coordinated since the lists will have identical property information and are arranged in the same order.

To do the same thing using the real estate portals, a separate user with identical search criteria would need to be entered for each person viewing the list.

## F.8. Continued.

Facilitates virtual tours of properties regardless of where the viewers are located. For example, an agent in city A and a wife in city B and her husband in City C can all view the same list. If the agent does a conference call, she can take the couple on a virtual tour by directing the couple to the properties to view.

G. Property Detail – In addition to the normal property information (listing details, property photos and a map showing the property location), Listingbook provides additional reports like Area Sales, Loan Info and Agent Info reports.

## 1. Image of Property Detail

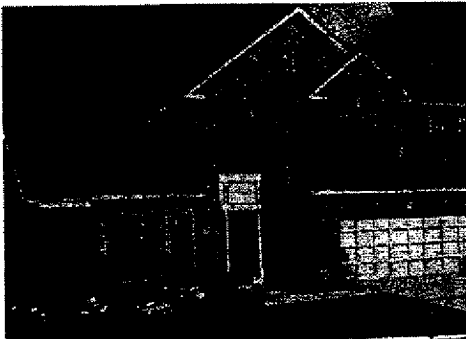
Buyer Manager @ LbAgent.com - Netscape

Frontpage Buyer Services LMA Services Message Center To Do List Profile Help

Tell us what you think of our site...  
comments suggestions

Buyer List → Karen Weisberg → Buyer Report → **Property Detail**

**Property Overview** 12235 Kane Alexander Dr [Agent Info](#) | [Print](#) | [View Yahoo Map](#)



<b>Area</b>	01-06 / Northstone		
<b>Age</b>	0	<b>MLS#</b>	0945702
<b>Exterior</b>	Brick Veneer	<b>Style</b>	Traditional
<b>Levels</b>	2.0	<b>Rooms</b>	12+
<b>SqFt</b>	2,818	<b>Acreage</b>	0 Acres
<b>Price</b>	\$261,497	<b>\$/SqFt</b>	\$92.80
<b>Bedrooms</b>	5	<b>Baths</b>	3 Full, 1 Half
<b>Heat</b>	Gas	<b>Water</b>	City Water
<b>Basement</b>	No	<b>Parking</b>	2 Car Garage
<b>Misc</b>	Wood Floors, Fireplace(s), Central Air		

☒ Perfect Match

**Property Notes**

TAKE1:7 Photo Report  
RIGHT: Area Sales  
Loan Report

25. RIGHT ON HWY. 73 RIGHT ON HWY. 115 LEFT ON MCCORD ROAD. NORTHSTONE IS ON THE

**View** Photo Report

[Tag It](#) [Review Criteria](#) [← Last](#) [Next →](#)

Document Done

## G. Continued.

2. Area Sales – Without requiring the user to define search criteria, automatically finds sold properties in the area around the property being viewed.

This information is not available from the real estate portals. It would require a significant amount of time to obtain this information using the MLS system.

Provides an idea of the price range of the surrounding properties. May also show resales of neighboring properties providing a good indication of area price appreciation.

3. Loan Report – Estimates PITI for the property being viewed.

Unique in the way it provides TI (taxes and Insurance estimates).

Provides more complete cost estimate than other loan services. Also gives a quick way for buyers or their agent to analyze the impact of price and loan rate changes the buyer's monthly payment.

## G. Continued.

4. Agent Info(LbAgent Only) – Provides agents with instant access to additional property information not provided to their buyers and sellers.

The real estate portals don't differentiate between agents and clients.

Allows agents to demonstrate their value as information providers since they can quickly and easily respond to questions or add information about each property being viewed.





## Property Lookup

The buyer selects Property Lookup from their menu bar. Next, they fill out and submit the Property Lookup form for processing.

When a Property Lookup request is received, the system queries the Buyer Database for the buyer's MLS areas. Next, it queries the Areacnty Database to determine counties corresponding to the buyer's MLS areas. A Property Lookup page is then returned to the buyer with the lookup counties indicated at the top of the page. When the buyer submits the Property Lookup form, the form is checked for completeness and returned to the buyer if any required information is missing. Finally, the system queries the For Sale Database for properties located in the counties indicated that match the

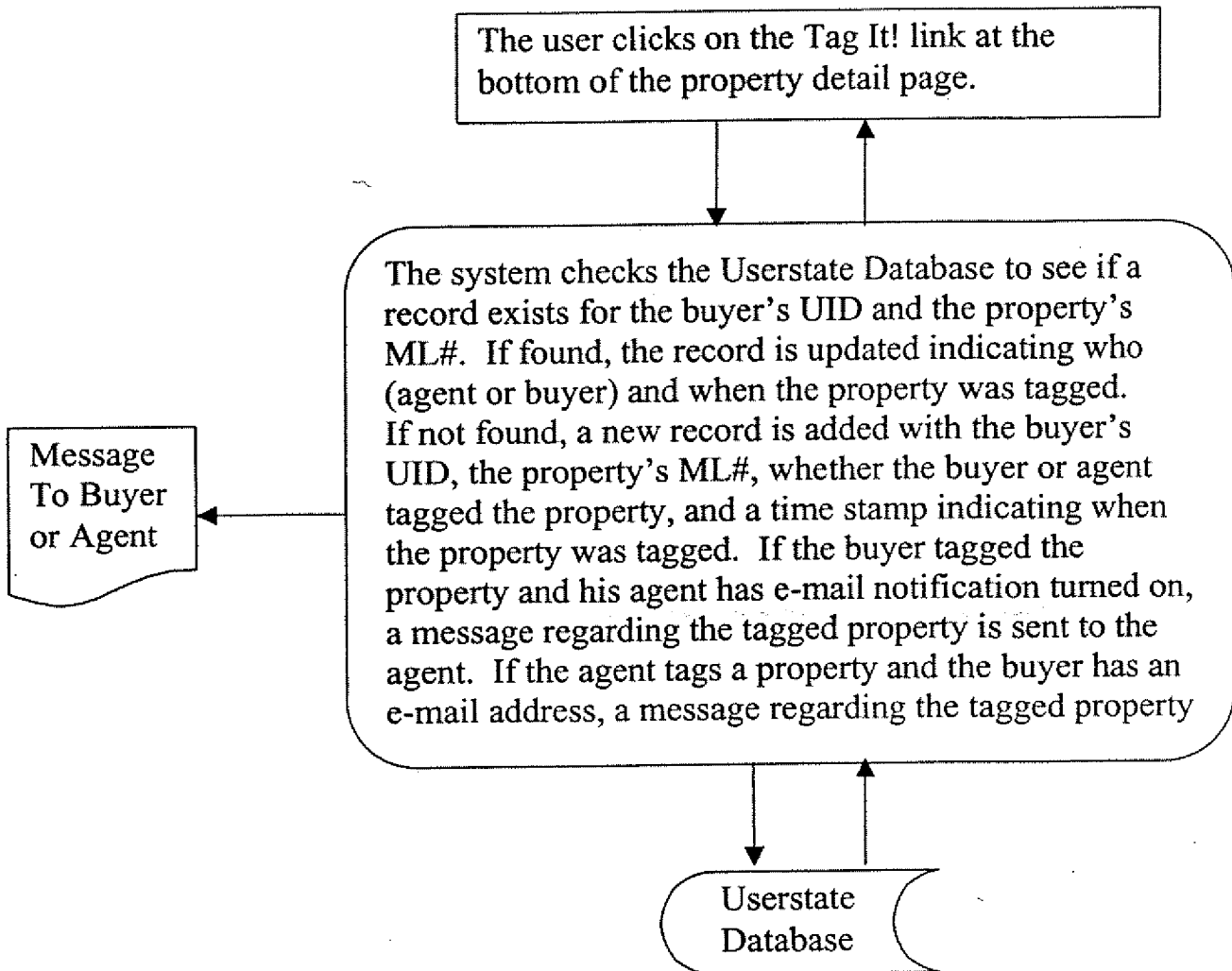
Buyer  
Database

Areacnty  
Database

For Sale  
Database



## Tagging A Property



## Subjects

## ② → Tag It!

The **Tag It!** button is used to indicate your interest in a property. When you click it, three things happen automatically. A link to the property is copied to your Tagged List; a gray Tag marker will be placed on the property indicating you tagged it; and your agent is notified regarding your interest in the property.

## Property Overview 3322 Talwyn Ct

⑨ → Print | View Yahoo Map


 Area Sales  
Loan Report

Area	01-03 / Mallard Grove		
Age	9	MLS#	092066
Exterior	Brck Veneer	Style	Traditional
Levels	2.0	Rooms	11
SqFt	3,100	Acreage	0.68 Acres
Price	\$249,900	⑧ → \$/SqFt	\$80.61
Bedrooms	4	Baths	2 Full, 1 Half
Heat	Gas	Water	City Water
Basement	No	Parking	2 Car Garage
Misc	Wood Floors, Fireplace(s), Security System, Central Air		
Age	⑥ ←		⑤ →

View ② → ③ → ④ → ⑤ → ⑥ → ⑦ → ⑧ → ⑨ → ⑩ → ⑪ → ⑫ → ⑬ → ⑭ → ⑮ → ⑯ → ⑰ → ⑱ → ⑲ → ⑳ → ㉑ → ㉒ → ㉓ → ㉔ → ㉕ → ㉖ → ㉗ → ㉘ → ㉙ → ㉚ → ㉛ → ㉜ → ㉝ → ㉞ → ㉟ → ㊱ → ㊲ → ㊳ → ㊴ → ㊵ → ㊶ → ㊷ → ㊸ → ㊹ → ㊺ → ㊻ → ㊼ → ㊽ → ㊾ → ㊿



204

## Subjects

## ③ Previous page

Displays the Photo Report for the preceding property in the property list. If it's not **bold**, you are viewing the first property in the list.

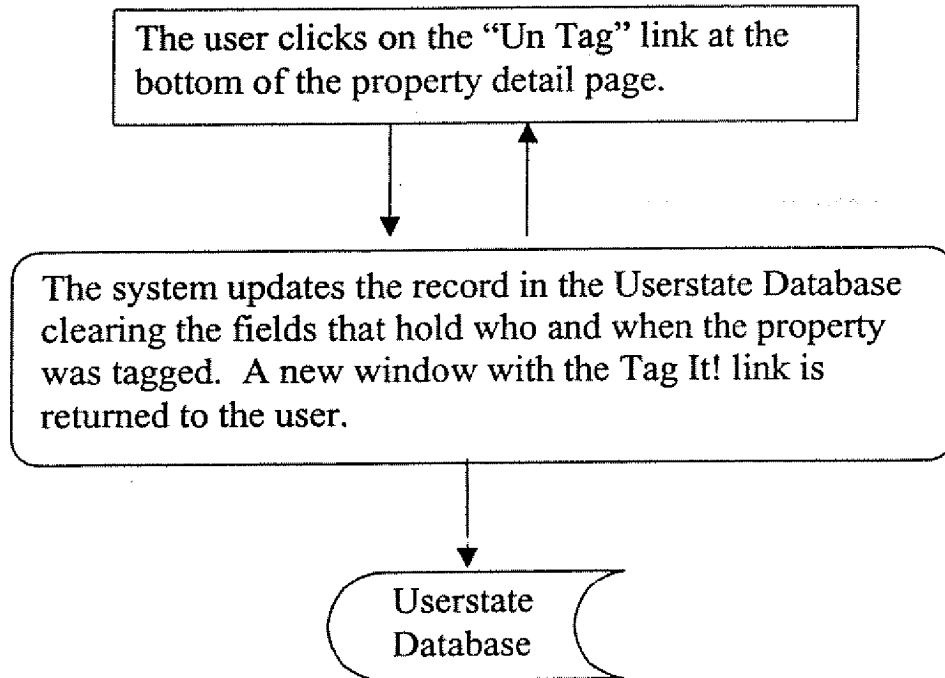
## Property Overview 3322 Tahwyn Ct

 Print |  View Yahoo Map


Area	01-03 / Mallard Grove		
Age	9	MLS#	090066
Exterior	Brck Veneer	Style	Traditional
Levels	2.0	Rooms	11
SqFt	3,100	Acreage	0.68 Acres
Price	\$249,900	⑧ \$/SqFt	\$80.61
Bedrooms	4	Baths	2 Full, 1 Half
Heat	Gas	Water	City Water
Basement	No	Parking	2 Car Garage
Misc	Wood Floors, Fireplace(s), Security System, Central Air		
⑩ Age	⑨	⑤	

 Area Sales  
Loan Report

## Untagging A Property





## Buyer List Preparation

The Agent selects Buyer Services from the menu bar.

The system retrieves a list of the agent's buyers from the Buyer Database. The resulting table contains each buyer's name, User ID, last login, and criteria; plus the last time the agent viewed each buyer's Buyer Report, Viewed List, and Tagged List.

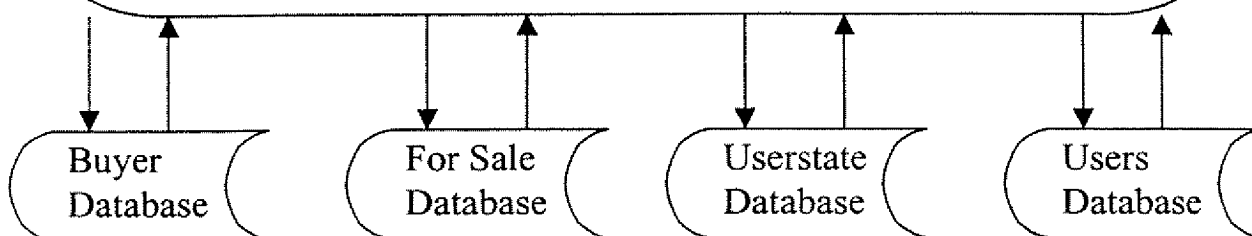
The following procedure is repeated for each buyer retrieved:

The For Sale Database is queried for the number of properties that match the buyer's criteria and were added or changed since the agent last viewed the buyer's Buyer Report. The oldest timestamp is also noted and used to create the link in the New Updates column of the list.

Next, the Userstate Database is queried to count the number of properties viewed by the buyer since the agent looked at the buyer's Viewed List. The number of properties found and the timestamp from the oldest result are used to create the link in the New Views column of the list. Additionally, the Userstate Table is queried again to count the properties tagged by the buyer since the agent last viewed the buyer's Tagged List. The number of properties found and the timestamp from the oldest result is used to create the link in the New Tags column of the list.

Finally, the Users Database is queried for the Last Login of each buyer.

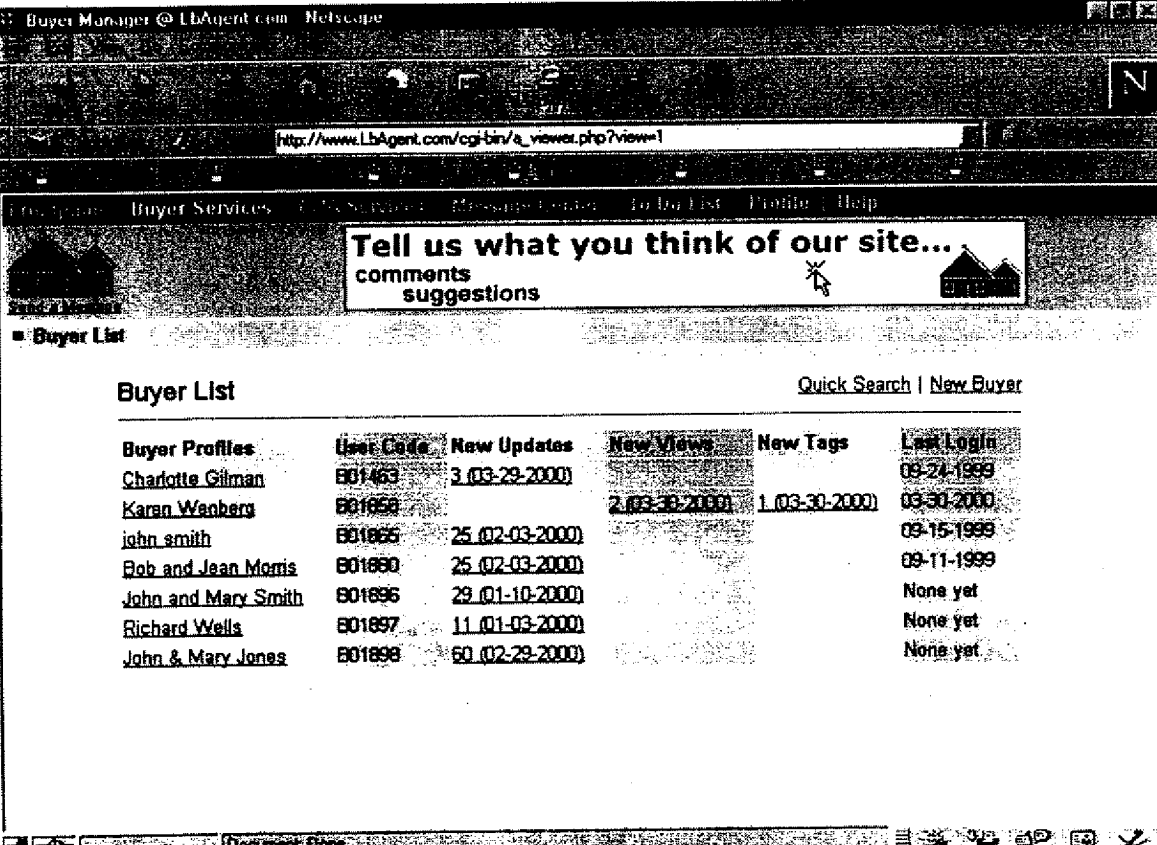
Note: If no properties are found, the column is left blank.





A. Buyer List - Displays a summary of information relevant to each of the agents' buyers. Beneficial since it saves hours of work each week by automating the property information function. Also beneficial since it provides valuable information not available from any other source.

## 1. Image of Buyer List



Buyer Manager @ LBAgent.com - Netscape

http://www.LBAgent.com/cgi-bin/a\_viewer.php?view=1

Buyer Services | Messages | Profile | Help

Tell us what you think of our site...  
comments  
suggestions

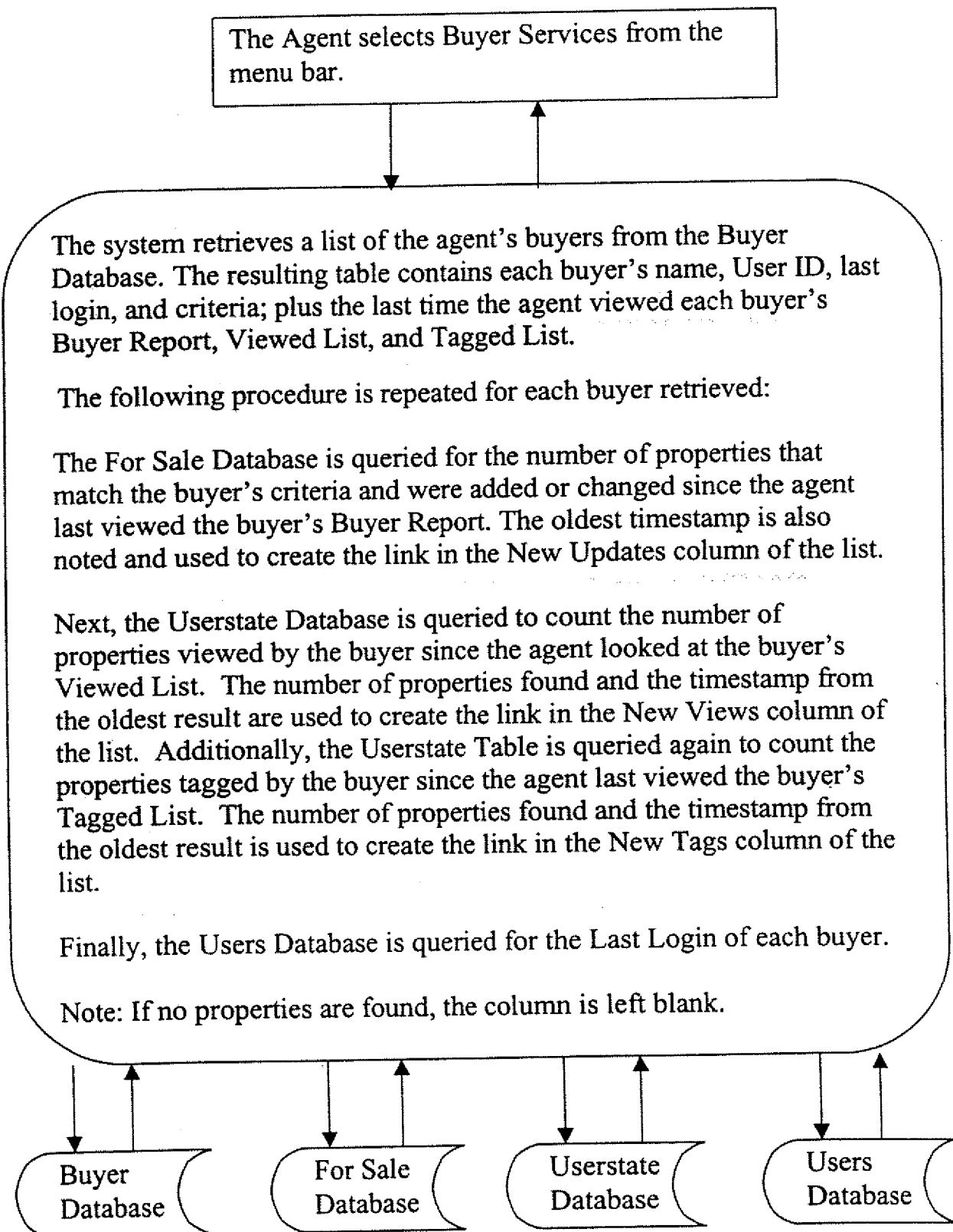
Buyer List

Quick Search | New Buyer

Buyer Profiles	User Code	New Updates	New Views	New Tags	Last Login
<a href="#">Charlotte Gilman</a>	801463	3 (03-29-2000)			09-24-1999
<a href="#">Karen Wenbers</a>	801658		2 (03-30-2000)	1 (03-30-2000)	03-30-2000
<a href="#">john smith</a>	801665	25 (02-03-2000)			09-15-1999
<a href="#">Bob and Jean Morris</a>	801660	25 (02-03-2000)			09-11-1999
<a href="#">John and Mary Smith</a>	801696	29 (01-10-2000)			None yet
<a href="#">Richard Wells</a>	801697	11 (01-03-2000)			None yet
<a href="#">John &amp; Mary Jones</a>	801698	60 (02-29-2000)			None yet

Document Done

## 2. Buyer List Preparation



A. Continued.

3. New Updates Links – Report listing activity for each of the agent's buyers. The Buyer Report for each buyer is automatically checked to see if any properties were added or changed since the agent last viewed each report. If there is a change, a link is displayed in the New Updates column showing the number of properties added or changed and the earliest add/change date. The agent can view the Buyer Report by clicking the New Updates link. When the report is displayed, the new or changed properties will be highlighted at the top of the list.

Prior to the New Updates links in the Buyer List, agents had to go through the following steps to learn of new or changed properties for their buyers:

- 1) Recall a previously saved search; 2) Order the results so new or changed properties are at the top of the list; 3) view and mark each of the new or changed properties so they won't show up as new, although changes may be missed using this procedure; 4) Repeat steps 1-3 for each buyer in the list.

### A.3. Continued

The New Updates links benefit agents by reducing the time spent researching property information for their buyers. The links may also provide better information about changes than is currently available.

4. New Views Links – Report the viewing of properties by the agent's buyers. When buyers view a property, the listing number and date are recorded. When the Buyer List is displayed, the list of properties viewed by each buyer is checked to see if any new properties were viewed. If new properties were viewed, a link is displayed in the New Views column showing the number of new properties viewed and the earliest date. The agent can view these properties by clicking the New Views link. When the Viewed List is displayed, the new properties will be highlighted at the top of the list.

This information is not available from the real estate search portals.

The New Views benefit agents by giving them an idea of the price and location of homes being considered by their buyers. This can save

#### A.4. Continued.

Agent's time and money by reducing the number of properties they need to show. It can also help the agents prepare to answer buyer questions since they know the properties their buyers are viewing.

5. New Tags Links – Report when the agent's buyers add properties to their Tagged List. When a buyer tags a property, the listing number and date are recorded. When the Buyer List is displayed, the Tagged List for each buyer is checked to see if any new properties were tagged. If new properties were tagged, a link is displayed in the New Tags column showing the number of new properties tagged and the earliest date. The agent can view these properties by clicking the New Tags link. When the Tagged List is displayed, the new properties will be highlighted at the top of the list.

Although buyers can e-mail properties to their agent from the real estate portals, it is not done automatically. Additionally, there is no provision for agents to view their buyer's saved properties.

#### A.5. Continued.

The New Tags benefit agents by alerting them to homes their buyers may want to buy. It also gives them a better idea of the price and location of homes their buyers will seriously consider. This can also save agents time and money by reducing the number of properties they need to show.

6. Last Login – Displays when the agent's buyers last used their LbBuyer Web sites.

Agents do not receive this information from the real estate search portals.

Knowing when their buyers are using their LbBuyer Web sites helps agents judge how serious their buyers are about buying a home.

B. Add Buyers (Edit Buyer Profile) – Used to create (change) custom buyer Web sites simply by filling out a buyer profile form. Agents appear to be high tech without having any knowledge of the Internet or programming.

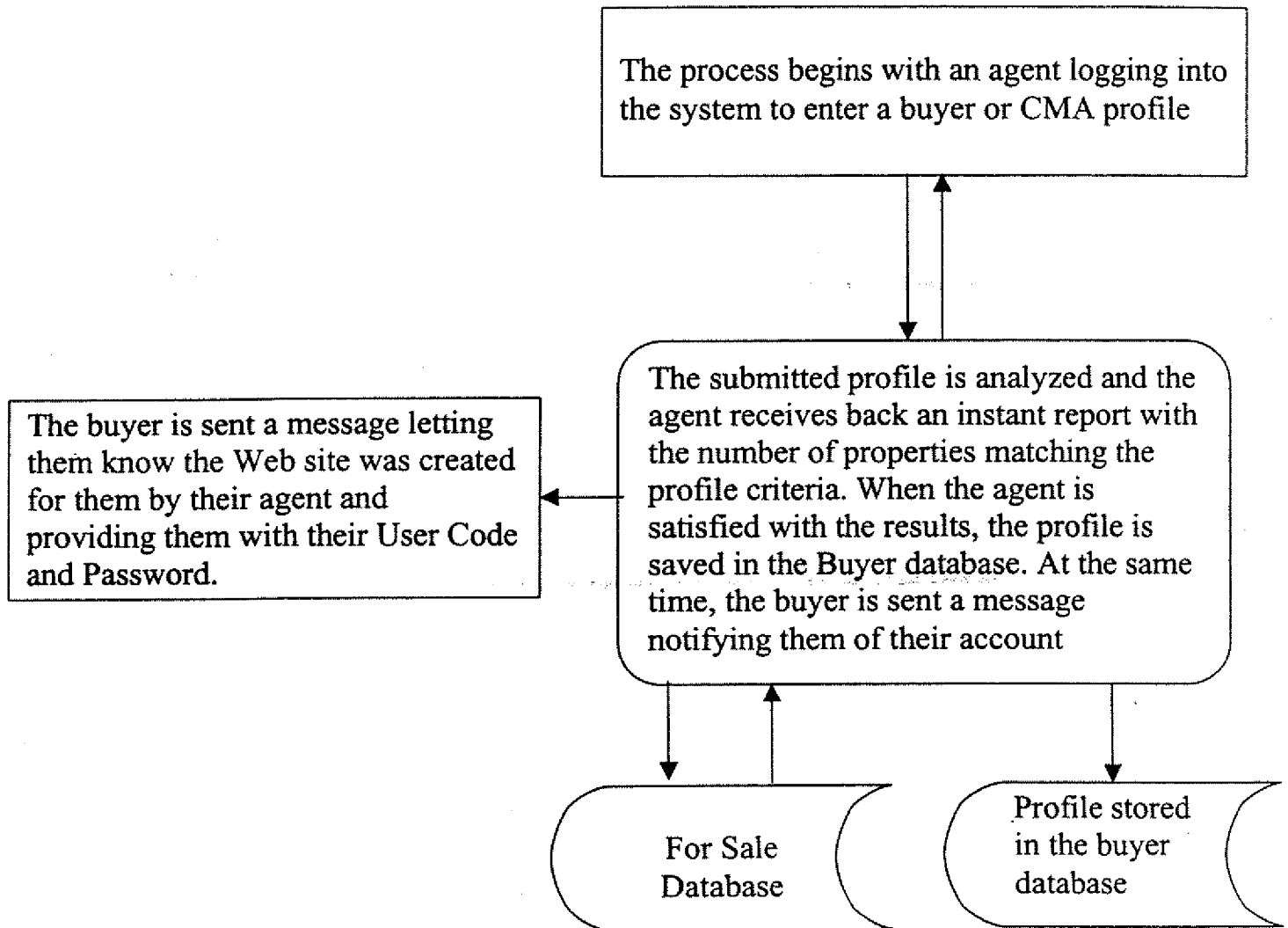
## 1. Image of Add Buyers

The screenshot shows a web browser window titled "Buyer Manager @ LLAgent.com - Netscape". The browser's address bar shows "http://www.llagent.com/buyermanager/". The page has a navigation bar with links: "Home", "Buyer Services", "CMA Services", "Message Center", "To Do List", "Profile", and "Help". Below the navigation bar is a banner that says "Tell us what you think of our site..." with links for "comments" and "suggestions". A mouse cursor is pointing at the "suggestions" link. Below the banner is a navigation bar with links: "Buyer List" and "New Buyer". The main content area is titled "To add a buyer to your Buyer List, fill out the following form. Click Finished when you're done." and contains a form with the following fields:

- Buyer Type:** ☐ Client ☒ Only clients receive Price History & Area Sales
- Give Buyer:** ☒ Buyer Report ☒ Property Lookup
- Name(s):**
- Address 1:**
- Address 2:**
- City:**  **State:**  **Zip:**
- Home Phone:**  -  -  **Work Phone:**  -  -
- Fax:**  -  -  **Pager:**  -  -
- Email:**

The browser's status bar at the bottom shows "Document Done".

## 2. Add Buyer Procedure





## B. Continued.

3. Custom Grid Areas (Requires MLS Grid Areas)
  - Allows agents to select areas from a list of familiar area names (ie. Northwest Greensboro) even if the areas are not geocoded or defined as MLS areas.

Other systems may use geocoding to define areas, but have problems finding properties in new developments since they are often missing from mapping files.

Saves the agent's time and simplifies the task of defining the buyer's search area.

4. "Like To Have" and "Must Have" Features –  
Designed to assist the agent in determining the buyer's true housing requirements. Recognizes that buyers are often not aware of what is most important to them in buying a new home. Also recognizes that some requirements are more easily overcome. Buyers can review their criteria at anytime, and request changes from their agent if required. This ensures that agents are always aware of the buyer's current requirements.

#### B.4. Continued.

While MLS systems let agents rank their buyer's criteria, they don't communicate the criteria to the buyers. The real estate portals let buyers enter their own criteria, but fail to furnish agents with criteria information.

Reduces the time it takes to establish realistic expectations for buyers by recognizing that criteria need to be evaluated continuously based on properties presented to the buyers. By requiring communication between agents and buyers before the buyer's criteria is changed, agents are always aware of the buyer's current requirements and spend less time trying to satisfy unrealistic buyer goals.

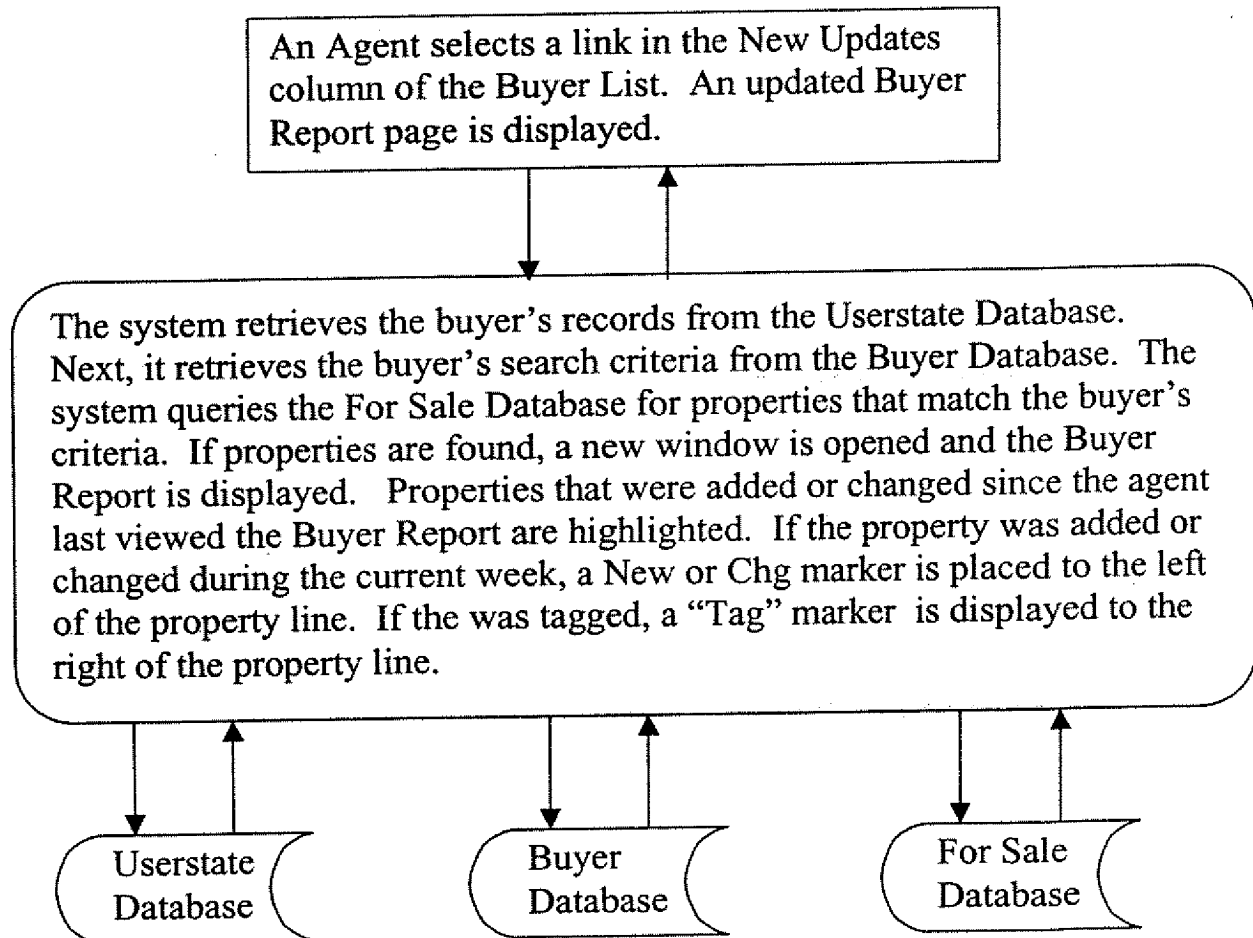
5. Agents Control Web Site Content –The agent determines whether a buyer's Web site includes the Buyer Report and Property Lookup services. The agent also indicates if the buyer is a "client" that is granted access to restricted information like DOM (Days On Market), price history and area sales.

## B.5. Continued.

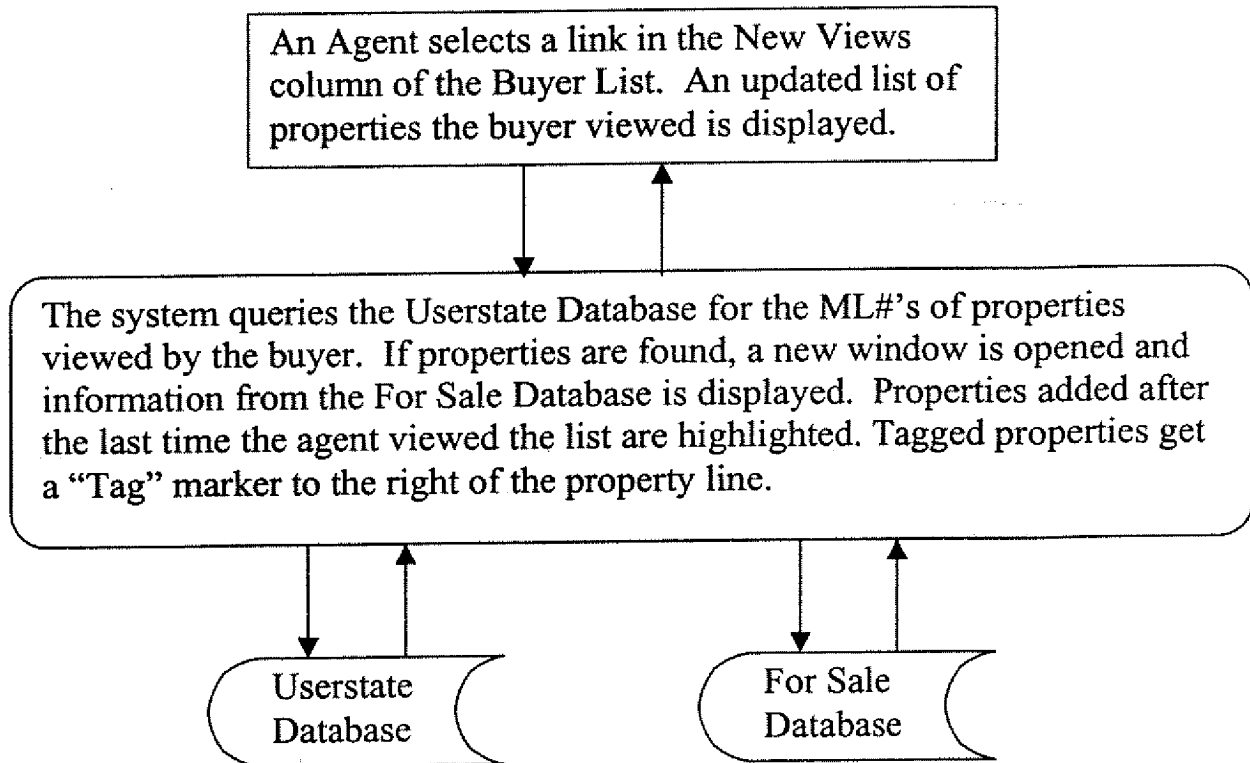
Agents have no control over the information their buyers receive from the real estate portals.

Recognizes that the amount of information agents want their buyers to receive will vary based on their relationship with the buyer. For example, if the agent is representing a buyer, they would want the buyer to have access to as much information as possible. If they are providing Web sites for buyers they never met, they may want to provide that buyer with limited information.

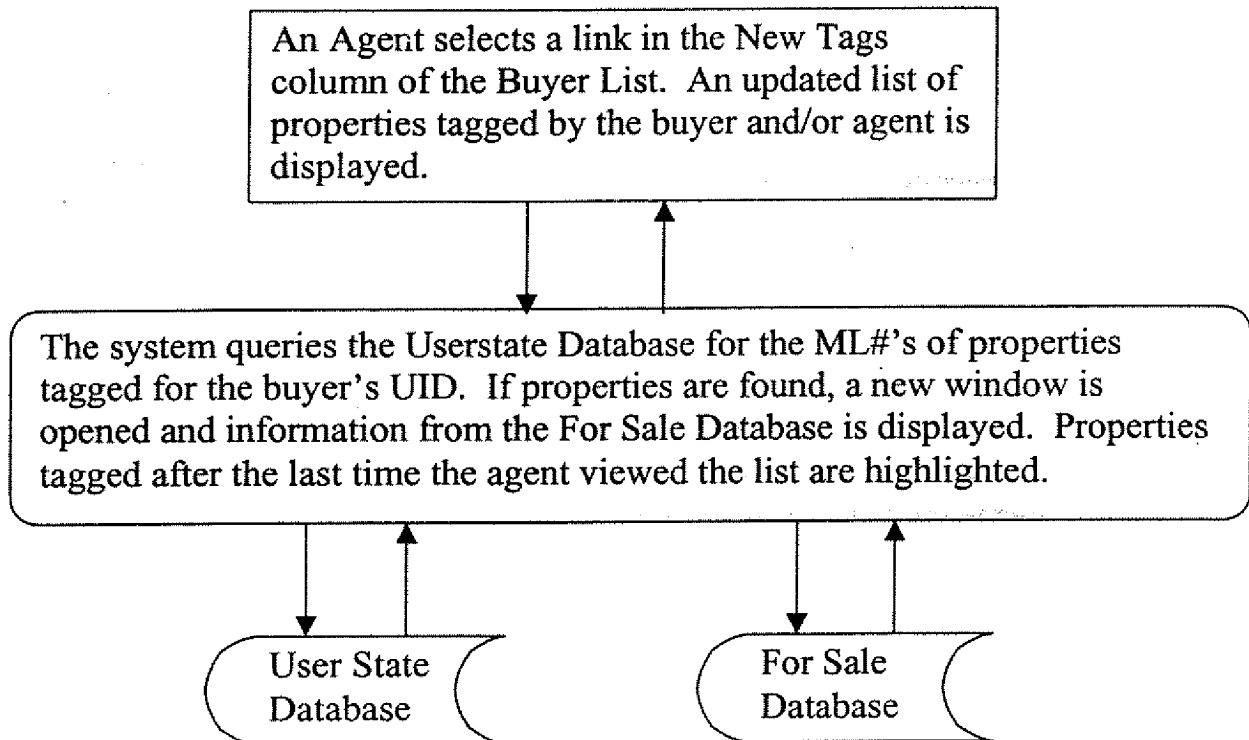
## New Updates Link



## New Views Link



## New Tags Link



## Subjects

## ⑨→ New Tags Column

The New Tags column contains links that serve two purposes. They let you know which of your buyers have new properties in their Tagged List. They also provide an easy way to view those properties. When you click on a link, the buyer's Tagged List is instantly displayed. The new tagged properties are the highlighted properties at the top of the list.

Home » Buyer Services » Seller Services » Message Center » To Do List » Profile » Help

Buyer Manager  
Add Buyer  
Remove Buyer  
Buyer List

Buyer: 801463 - Charlotte Gilman ① Display Buyer Report ② Go ③ Buyer List ④

Buyer List: 801774 - Rodney Boozie ⑦  
801858 - Peter Andrews ⑧  
801865 - John Smith

Buyer Report: Viewed List  
Tagged List  
Buyer Profile

Buyer Profiles	User Code	New Updates	New Views	New Tags	Last Login
Charlotte Gilman	801463	26 (08-20-1999)	20 (08-20-1999)	1 (08-20-1999)	08-23-1999
Rodney Boozie <span>⑥→</span>	801858	28 (08-19-1999)		<span>⑨</span>	08-19-1999
Gary Buyer	801865	1 (08-20-1999)			None yet
John Davenport <span>⑤→</span>	801860	5 (08-19-1999)			08-16-1999 <span>⑩←</span>
Chris & Lisa Struzik	801863				08-16-1999
Bob Test	801958	2 (08-20-1999)			None yet
test	801955				None yet
Peter Andrews	801960		1 (08-20-1999)		08-23-1999
John Smith	801865				None yet

**Subjects**

- Home
- Buyer Services
- Seller Services
- Message Center
- To Do List
- Profile
- Help

## 10→ Last Login Column

The Last Login column lets you see the last time your buyers accessed LbBuyer. If a buyer access LbBuyer everyday, they are serious buyers. If they haven't accessed LbBuyer in several weeks, you should find out why they haven't. You don't want to spend your time helping them if they are no longer interested or they are working with someone else.

To continue, select **Add Buyers** from the Subjects menu.

Home | Buyer Services | Seller Services | Message Center | To Do List | Profile | Help

Buyer Manager

Buyer List

Buyer: 801463 - Charlotte Gilman

Display Buyer Report

Buyer List

801774 - Rodney Boaze

801858 - Peter Andrews

801865 - John Smith

Viewed List

Tagged List

Buyer Profile

Buyer Profiles	User Code	New Updates	New Views	New Tags	Last Login
Charlotte Gilman	801463	25.08-20-1999	20.08-20-1999	1.08-20-1999	08-23-1999
Rodney Boaze	801868	28.08-19-1999			08-19-1999
Gary Buyer	801865	1.08-20-1999			None yet
John Davenport	801860	5.08-19-1999			08-16-1999
Chris & Lisa Struzik	801883				08-16-1999
Bob Test	801958	2.08-20-1999			None yet
Iasi	801965				None yet
Peter Andrews	801960		1.08-20-1999		08-23-1999
John Smith	801965				None yet

80



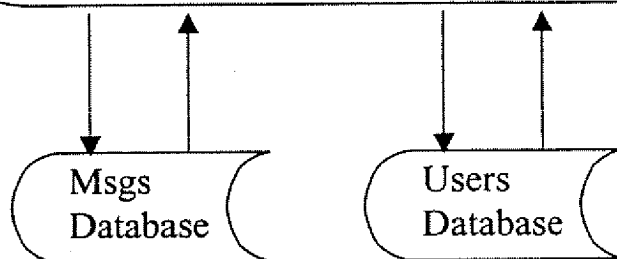


## Message Center

The agent clicks on the Message Center link from their Inbox, or selects Message Center from the menu bar. The system returns a list of that agent's received messages.

When the agent selects the Message Center, the system queries the Msgs Database for a list of messages received by the agent. Next, it queries the Users Database for the names of the buyers and sellers that sent the agent messages. The list of messages is then returned to the agent, with a filter menu at the top of the page containing the buyer and seller names.

Note: The agent can also request to see the messages that he sent. He can also request to see only messages he hasn't opened yet; only previously viewed messages; or messages received from a specific buyer or seller.



## Subjects

## Message Center Introduction

The Message Center is your personal post office in LbAgent. Messages from your clients are received and messages to your clients are stored in the Message Center indefinitely unless you delete them or remove the client from LbAgent.

To learn more about the Message Center, click the numbered arrows.

1 → View **Messages Received** ☒ Filter **Show All Messages** ☒ 5

**Messages Deleted** ☐ **Show All Messages**

**Messages Sent** ☐ **Show New Messages**

☒ New Message **Show Old Messages**

☒ Old Message To view a message, click on **B01463 - Charlotte Gilman**

Subject	Sender	Date
2 → <b>Re: 9702 Springcrest</b>	B01463 - Charlotte Gilman	09-18-1999 5:32pm
<b>9702 Spring Crest Ct</b>	B01463 - Charlotte Gilman	08-18-1999 3:16pm
<b>9702 Spring Crest Ct</b>	B01463 - Charlotte Gilman	08-18-1999 3:16pm
<b>Re: Appointment Saturday</b>	B01463 - Charlotte Gilman	08-18-1999 3:14pm
3 → <b>5910 Tarby Ct</b>	B01463 - Charlotte Gilman	08-18-1999 11:50am
<b>9742 Warwick Circle</b>	B01463 - Charlotte Gilman	08-17-1999 5:07pm
<b>Re: Site Construction</b>	B01463 - Charlotte Gilman	08-05-1999 4:14pm
<b>Letter Change</b>	B01463 - Charlotte Gilman	08-04-1999 5:34pm

4 →

Total Messages: 8

146

02/24/00 8:11 PM

**Subjects**

- RE: 9702 Springcrest
- 9702 Spring Crest Ct
- 9702 Spring Crest Ct
- Re: Appointment Saturday
- 5910 Tarby Ct
- 9742 Warwick Circle
- Re: Site Construction
- Criteria Change

**View Menu**

The View menu is used to switch between Messages Received and Messages Sent. When you initially view the Message Center, messages you received are displayed in date sequence with the last message received shown first.

**View** Messages Received **Filter** Show All Messages

Messages Sent

New Message

Old Message

To view a message, click on

Show All Messages

Show New Messages

Show Old Messages

B01463 - Charlotte Gilman

Subject	Sender	Date
Re: 9702 Springcrest	B01463 - Charlotte Gilman	09-18-1999 5:32pm
9702 Spring Crest Ct	B01463 - Charlotte Gilman	08-18-1999 3:16pm
9702 Spring Crest Ct	B01463 - Charlotte Gilman	08-18-1999 3:16pm
Re: Appointment Saturday	B01463 - Charlotte Gilman	08-18-1999 3:14pm
5910 Tarby Ct	B01463 - Charlotte Gilman	08-18-1999 11:50am
9742 Warwick Circle	B01463 - Charlotte Gilman	08-17-1999 5:07pm
Re: Site Construction	B01463 - Charlotte Gilman	08-05-1999 4:14pm
Criteria Change	B01463 - Charlotte Gilman	08-04-1999 5:34pm

Total Messages: 8

147

## Subjects

- LEAD
- APPOINTMENT
- BUYER SERVICES
- SALE SERVICES
- ADMIN

## ② → New Message Indicator

The New Message Indicator (closed envelope) is used to visually alert you to messages you haven't seen. New messages are also displayed in bold type to further simplify their identification. Messages are viewed by clicking on their Subject link.

① → View **Messages Received** ☒ Filter **Show All Messages** ☒ ⑤

**Messages Sent**

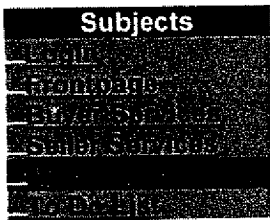
☒ New Message ☒ Old Message To view a message, click on **B01463 - Charlotte Gilman**

Subject	Sender	Date
② → <b>Re: 9702 Springcrest</b>	B01463 - Charlotte Gilman	09-18-1999 5:32pm
<b>9702 Spring Crest Ct</b>	B01463 - Charlotte Gilman	08-18-1999 3:16pm
<b>9702 Spring Crest Ct</b>	B01463 - Charlotte Gilman	08-18-1999 3:16pm
<b>Re: Appointment Saturday</b>	B01463 - Charlotte Gilman	08-18-1999 3:14pm
③ → <b>5910 Terby Ct</b>	B01463 - Charlotte Gilman	08-18-1999 11:50am
<b>9742 Warwick Circle</b>	B01463 - Charlotte Gilman	08-17-1999 5:07pm
<b>Re: Site Construction</b>	B01463 - Charlotte Gilman	08-05-1999 4:14pm
<b>Cutena Chance</b>	B01463 - Charlotte Gilman	08-04-1999 5:34pm

④

Total Messages: 8

148



3 ➔ Old Message Indicator

The Old Message Indicator (opened envelope) is used to differentiate viewed messages from messages you haven't seen. Old Messages can be viewed again by clicking on their Subject link.

1 ➔ View Messages Received Filter Show All Messages 5

Messages Received  
Messages Sent  
New Message  
Old Message

To view a message, click on B01463 - Charlotte Gilman

Subject	Sender	Date
2 ➔ Re: 9702 Springcrest	B01463 - Charlotte Gilman	09-18-1999 5:32pm
Re: 9702 Spring Crest Ct	B01463 - Charlotte Gilman	08-18-1999 3:16pm
Re: 9702 Spring Crest Ct	B01463 - Charlotte Gilman	08-18-1999 3:16pm 4
Re: Appointment Saturday	B01463 - Charlotte Gilman	08-18-1999 3:14pm
3 ➔ 5910 Tarby Ct	B01463 - Charlotte Gilman	08-18-1999 11:50am
Re: 9742 Warwick Circle	B01463 - Charlotte Gilman	08-17-1999 5:07pm
Re: Site Construction	B01463 - Charlotte Gilman	08-05-1999 4:14pm
Criteria Change	B01463 - Charlotte Gilman	08-04-1999 5:34pm

Total Messages: 8

Subjects
Log In
Exchange
Buyer Services
Seller Services
Tools & Resources
Help

#### 4 → Date Column

The Date column contains the date and time messages were sent by the client and received in the Message Center ( LbAgent supports instant messaging ). Note that your messages sent to clients have a status line that shows when opened messages were read. This can be useful in situations where the client claims they didn't get your message.

1 → View

Messages Received
Messages Received
Messages Sent
New Message
Old Message

Filter

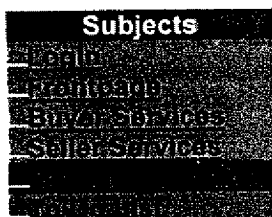
Show All Messages
Show All Messages
Show New Messages
Show Old Messages
BO1463 - Charlotte Gilman

To view a message, click on

Subject	Sender	Date
2 → Re: 9702 Springcrest	BO1463 - Charlotte Gilman	09-19-1999 5:32pm
9702 Spring Crest Ct	BO1463 - Charlotte Gilman	08-18-1999 3:16pm
9702 Spring Crest Ct	BO1463 - Charlotte Gilman	08-18-1999 3:16pm
Re: Appointment Saturday	BO1463 - Charlotte Gilman	08-18-1999 3:14pm
3 → 5910 Tarby Ct	BO1463 - Charlotte Gilman	08-18-1999 11:50am
9742 Warwick Circle	BO1463 - Charlotte Gilman	08-17-1999 5:07pm
Re: Site Construction	BO1463 - Charlotte Gilman	08-05-1999 4:14pm
Criteria Change	BO1463 - Charlotte Gilman	08-04-1999 5:34pm

Total Messages: 8

150



## 5 → Filter Menu

The Filter menu lets you select who's messages you want to view. The default is Show All Messages. However, there are often situations where it is helpful to view messages sent or received from a particular client. The Filter menu can also be used to view New Messages (those you haven't read yet).

To continue, select To Do List from the Subjects menu.

1 → View Messages Received Filter Show All Messages 5

Messages Received

Messages Sent

New Message

Old Message

To view a message, click on B01463 - Charlotte Gilman

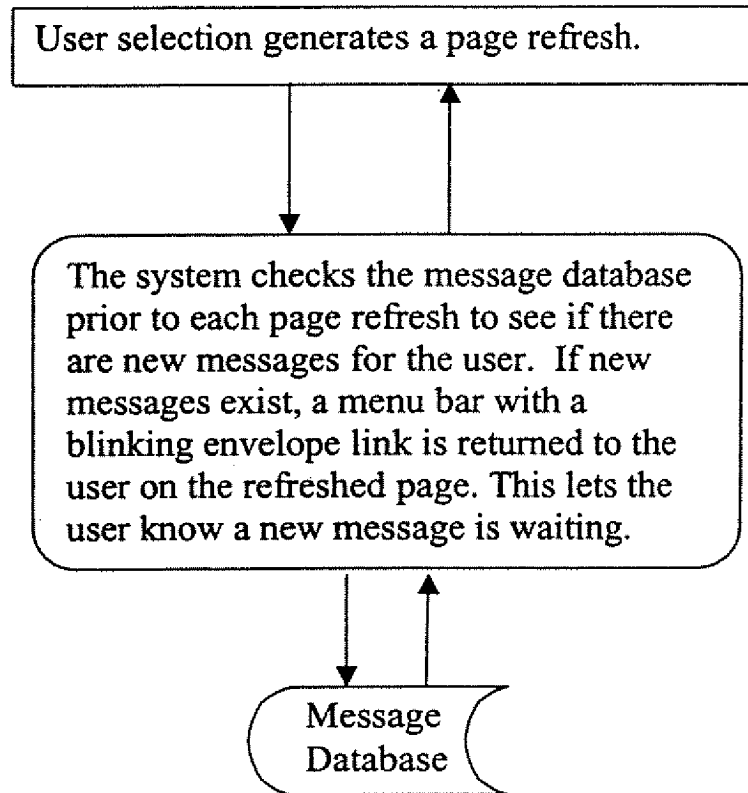
Subject	Sender	Date
2 → Re: 9702 Springcrest	B01463 - Charlotte Gilman	09-18-1999 6:32pm
9702 Spring Crest Ct	B01463 - Charlotte Gilman	08-18-1999 3:16pm
9702 Spring Crest Ct	B01463 - Charlotte Gilman	08-18-1999 3:16pm 4
Re: Appointment Saturday	B01463 - Charlotte Gilman	08-18-1999 3:14pm
3 → 5910 Tarby Ct	B01463 - Charlotte Gilman	08-18-1999 11:50am
9742 Warwick Circle	B01463 - Charlotte Gilman	08-17-1999 5:07pm
Re: Site Construction	B01463 - Charlotte Gilman	08-05-1999 4:14pm
Criteria Change	B01463 - Charlotte Gilman	08-04-1999 5:34pm

Total Messages: 8

151



## Message Alerts



## Subjects

## ⑥ → Message Alert

The flashing envelope in the right hand corner of the menu bar means you have an unseen message. When not on the Frontpage, clicking the envelope will take you to the Frontpage so you can retrieve the message from your Inbox.

To continue, select Buyer Report from the Subjects menu.

**Frontpage**

**1** Tell us what you think of our site. **6**  
 comments suggestions

**2**

**3** Welcome to LbBuyer.com!  
 site is currently under development. If you have any problems or questions, please call us toll free at 1-800-361-4579

**4** Getting Started  
 Click on Buyer Report in the black menu bar above. It contains properties that meet your requirements. If not, click on the Review Criteria button in Buyer Report to request a change if required.

If you see a property that interests you, click it's address link to view the property and additional details (Photo Report). Click the Tag It! button under the Photo Report if you want to notify your agent that the property interests you.

**5** Questions or Comments?  
 To contact our Help Desk, click on the link below.  
[Message the Help Desk](#)

**1** Charlotte Valley on  
 User Code: 901453  
 Last Login: 1:17pm Aug 16, 1999  
 Web Browser: Excelsior  
 Buyer Report: [View Report Criteria](#)  
 Last Change: 9:17pm Aug 15, 1999

**Inbox**

**1** Message from your agent.  
 09:09pm Aug 17, 1999  
[Click here to read](#)

**2** Tag Your agent has tagged a property for you to look at. It will be highlighted in your [To Do List](#)

**3** You have a task that is due.  
 The [To Do List](#) will allow you to view it.



## To Do List

The user clicks on To Do List from the menu bar. The system returns a list of any open tasks for the user.

When the user selects the To Do List, the system queries the Tasks Database for any open task that matches the user's ID. A list with all "Open Tasks" is returned.

Note: The user can switch to "Closed Tasks" or filter open tasks based on their Due Date (Current or Past Due).

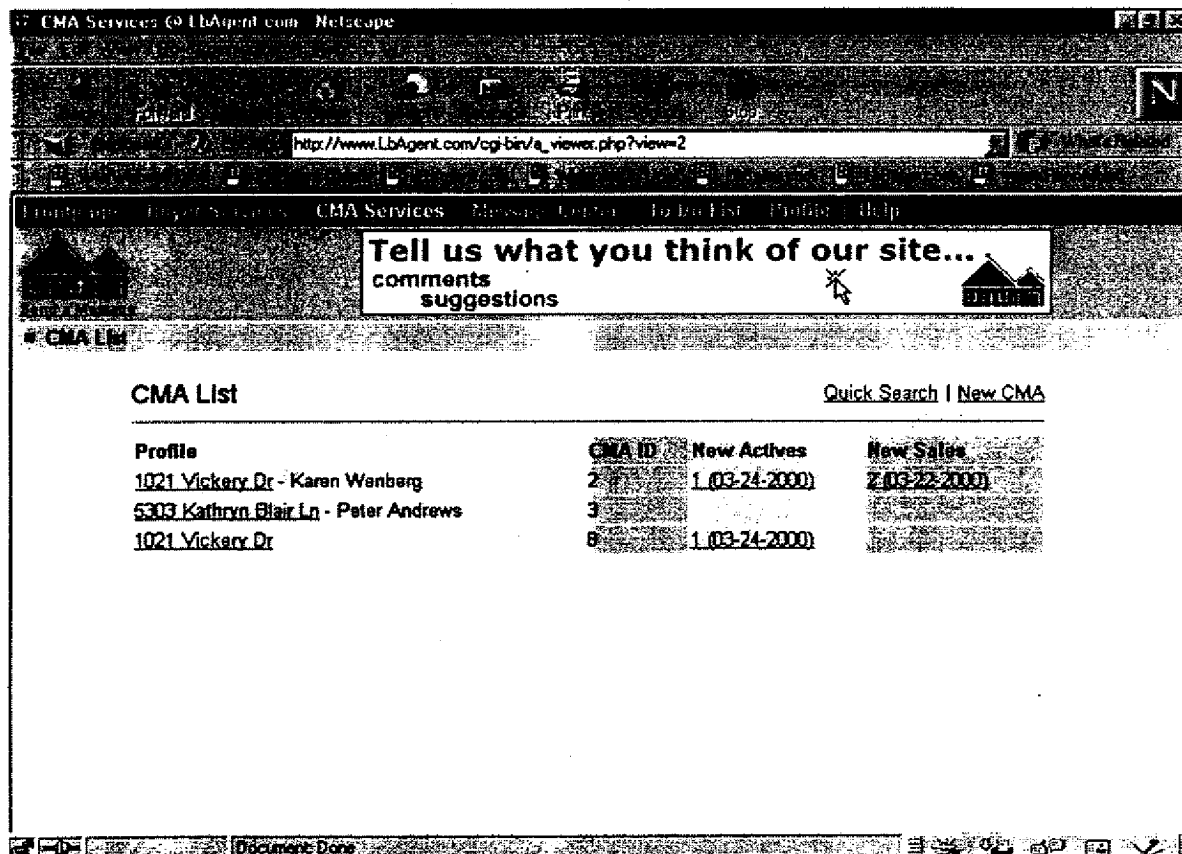
Additionally, The user can enter new tasks that get added to the Tasks Database.

Tasks  
Database

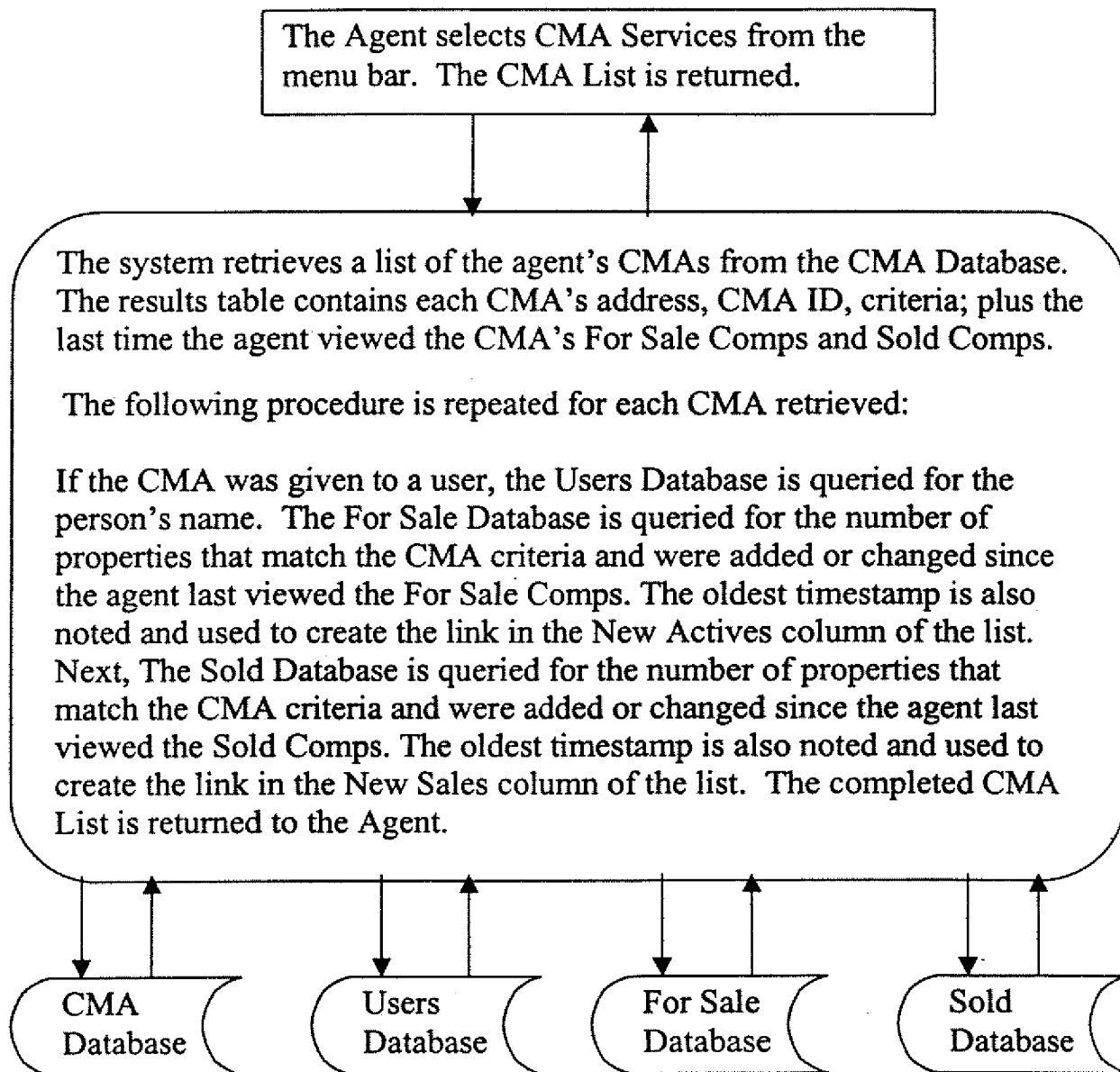


C. CMA List – Displays a summary of property activity in the area around each of the agent's CMA properties. Beneficial since it saves hours each week by automating the property information function.

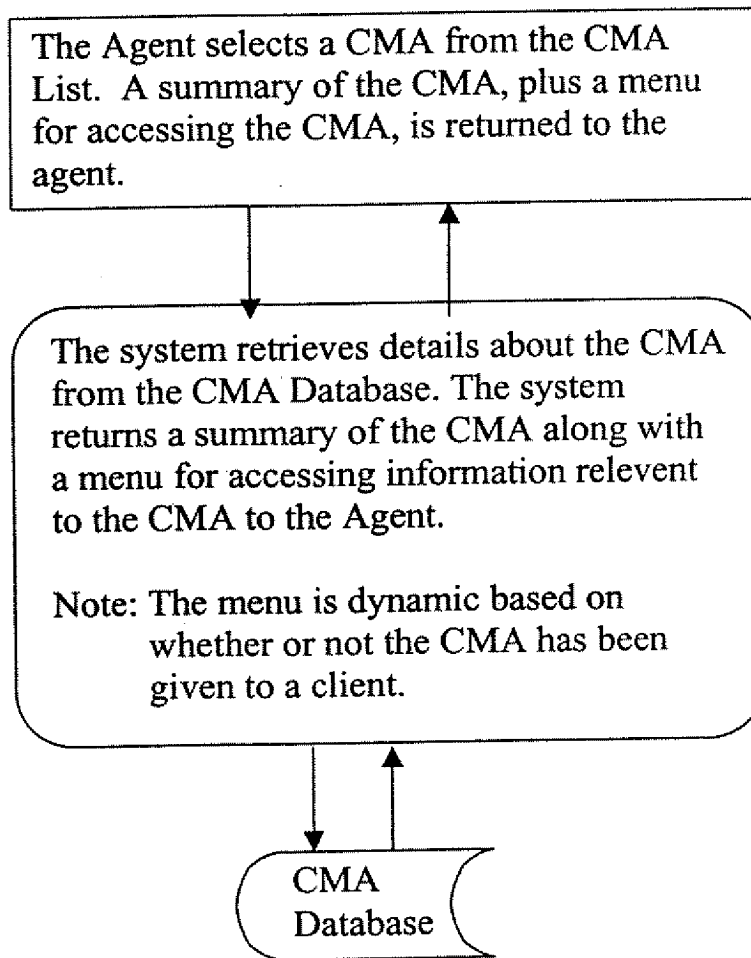
## 1. Image of CMA List



## 2. CMA List Preparation



## Working With a CMA





## CMA - For Sale Comps

The agent selects For Sale Comps from the CMA menu links. A list of active/pending properties comparable to the CMA property is returned.

The system retrieves the CMA's criteria from the CMA Database and queries the For Sale Database for matching properties. A unique procedure arranges the properties in order of comparability to the CMA property (the default order). New and changed properties not previously viewed by the agent are marked for highlighting. Properties that are pending sale have a pending marker added to the beginning of their address. Properties that were selected for the CyberCMA Report (in the Userstate Database) have CMA markers added to their description lines. The completed list is sent to the agent.

CMA  
Database

For Sale  
Database

Userstate  
Database

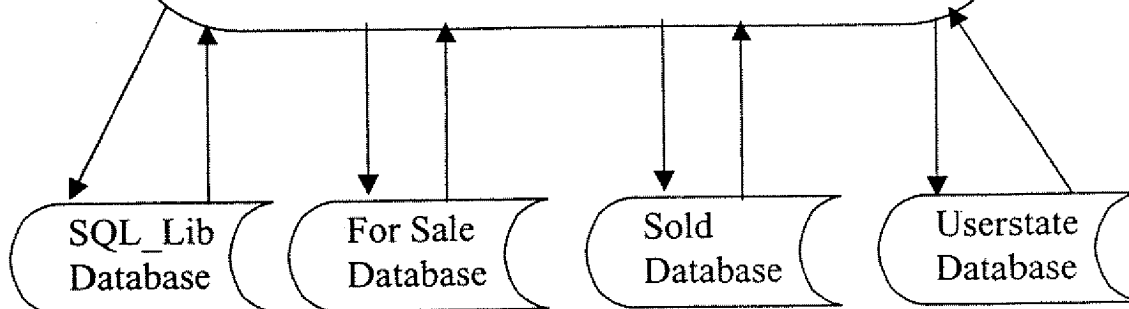


## Seller – Property Lookup

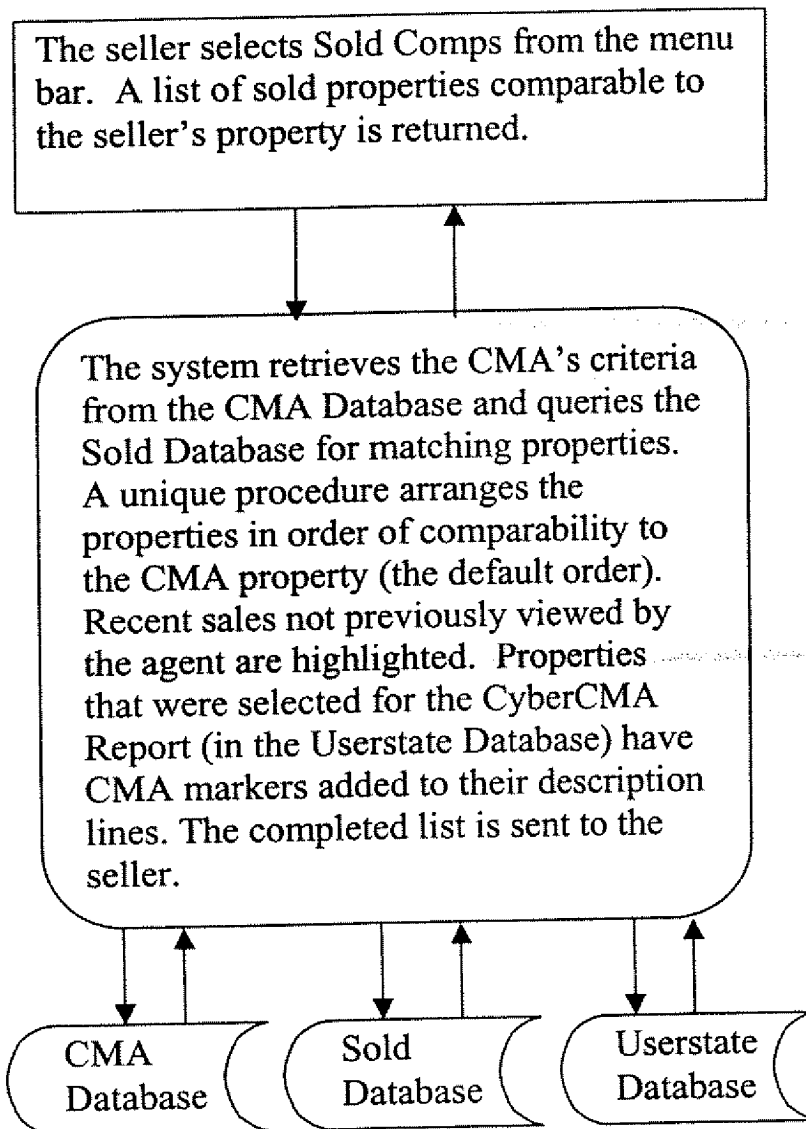
When the seller selects Property Lookup from the menu bar, a blank Property Lookup form is returned. After the seller fills out and submits the Property Lookup form, a search results page is returned.

When a seller Property Lookup request is received, the system queries the SQL\_Lib Database for a table of MLS Areas. The Property Lookup Form including the results of the MLS Areas query is returned to the seller. The seller fills out the form and submits it to be processed. The system checks the form for completeness, then determines which database to use for the query (For Sale or Sold). Next, the system queries the appropriate database for properties that match the Area(s) and criteria provided by the seller. The system also checks to see if any of the properties found are in the CyberCMA Report. Finally, the results are prepared and sent to the seller.

Note: When sellers view property details, they can click on the CMA It! link to add or remove properties in their property's CyberCMA Report.



## Seller - Sold Comps





**Tell us what you think of our site...**  
 comments  
 suggestions

### ■ Sold Comparables

Address	Sub-Division	Lot	Bdr	Bath	Age	SqFt	Sale\$	DOM
---------	--------------	-----	-----	------	-----	------	--------	-----

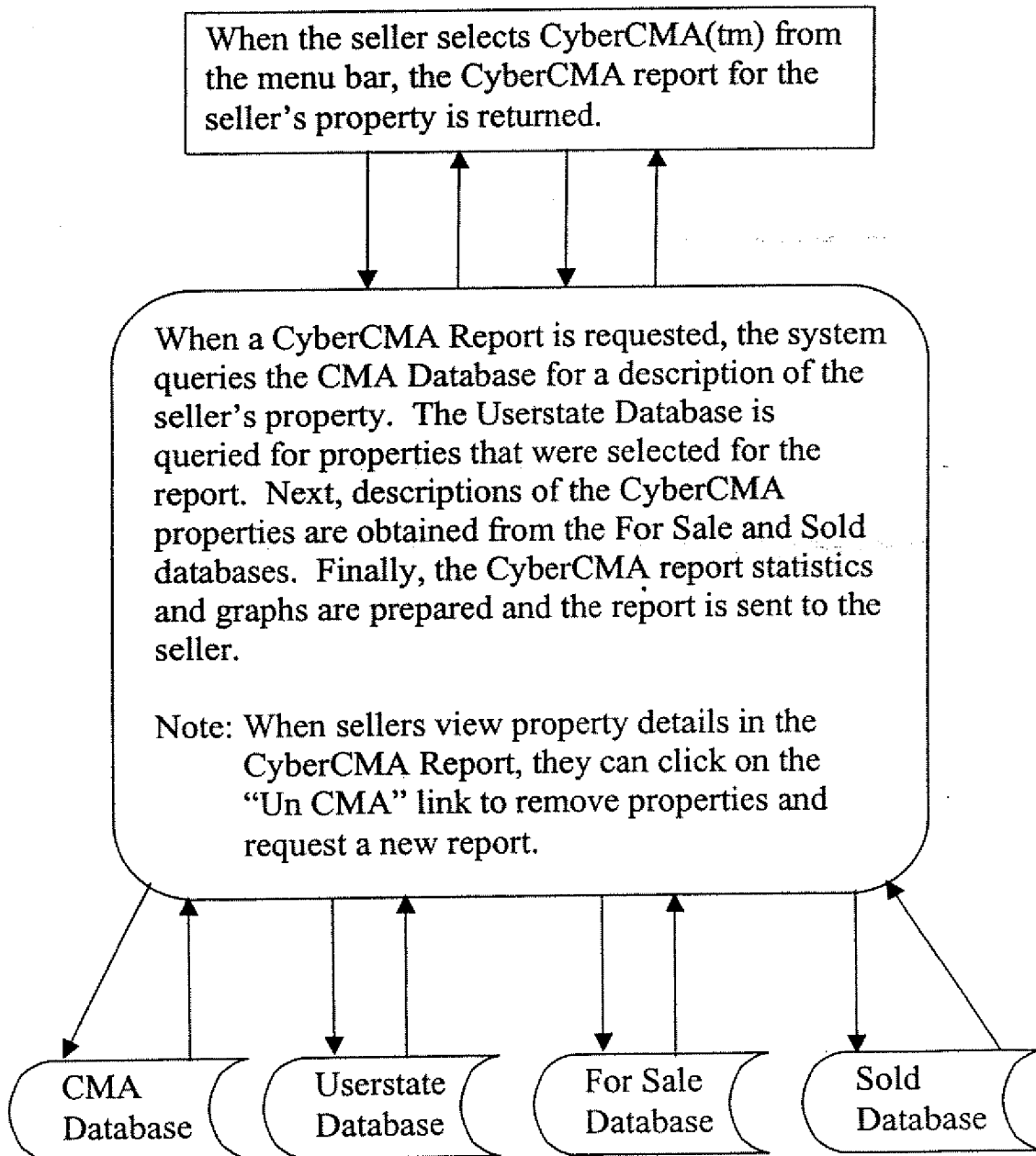
### 143 Properties

Click on the address link to view property details

<a href="#">9323 Whispering Wind Driv</a>	Kensington At Ballantyne	2.0	4	3.1	0	3442	\$448,000	181
<a href="#">9807 Meadow Run Ln</a>	Kensington At Ballantyne	2.0	4	3.1	0	3800	\$419,000	340
<a href="#">0000 Rhett Butler Pl</a>	Providence Plant	2.0	4	3	0	3614	\$366,903	81
<a href="#">12019 Shoal Creek Ct</a>	Providence Country Club	2.0	4	3.1	0	3360	\$429,335	146
<a href="#">12208 Bridge Creek Way</a>	Bridgehampton	3.0	4	3.1	0	3691	\$378,000	66
<a href="#">12669 Lindrick Ln</a>	Providence Country Club	1.0	4	3.1	0	3280	\$346,250	135
<a href="#">12218 Bridge Creek Way</a>	Bridgehampton	3.0	4	3.1	0	3760	\$355,133	61
<a href="#">7012 Watersteech Ln</a>	Kensington At Ballantyne	2.0	4	3.1	0	4016	\$480,000	68
<a href="#">9128 Woodview Ln</a>	Kensington At Ballantyne	2.0	4	3.1	0	3881	\$434,900	184
<a href="#">12127 Lindrick Ln</a>	Providence Country Club	2.0	4	3.1	0	3587	\$371,739	170
<a href="#">12682 Lindrick Ln</a>	Providence Country Club	2.0	4	3.1	0	3587	\$376,996	174

Order

## Seller CyberCMA(tm)





**Tell us what you think of our site...**  
 comments  
 suggestions

## CyberCMA Report

### Subject Property

Address	Sub-Division	Lvls	BdRm	Bath	Age	SqFt	Lists	\$/SqFt	DOM
6303 Kathryn Blair Ln	Stallworth	2.0	4	3.1	0	4400	N/A	N/A	N/A

### For Sale Comparables

Address	Sub-Division	Lvls	BdRm	Bath	Age	SqFt	Lists	\$/SqFt	DOM
6303 Kathryn Blair Ln	Stallworth	2.0	4	3.1	0	4400	457,900	89.52	170
6407 Kathryn Blair Ln	Stallworth	2.0	4	4	0	3344	364,988	105.89	70

Average List\$: 395,994

Average \$/SqFt: 102.71

Average Market Time: 120

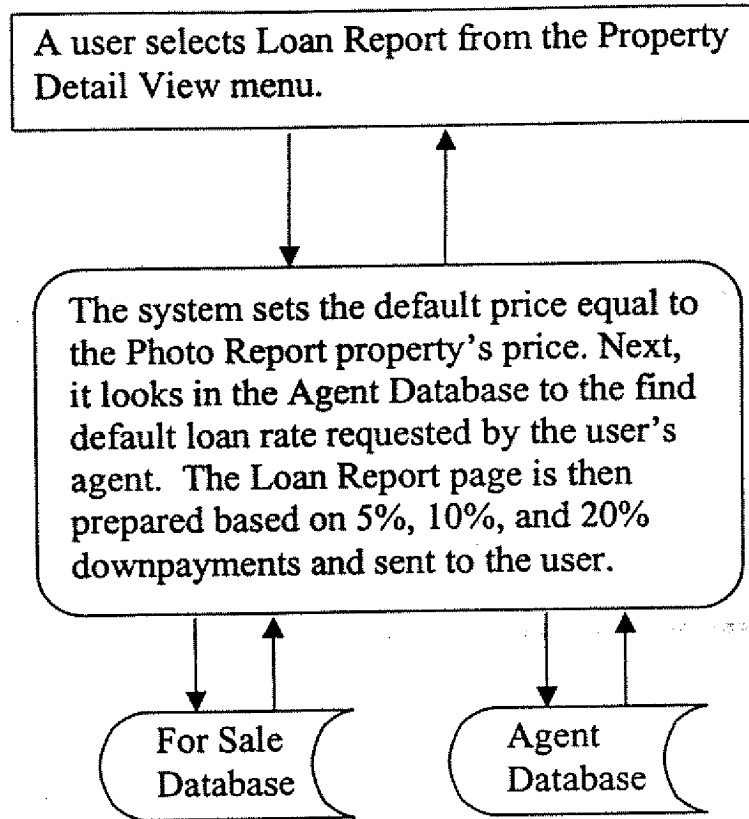
### Sold Comparables

Address	Lvls	BdRm	Bath	Age	SqFt	Lists	Sale\$	\$/SqFt	DOM
14941 Ballantyne Country Club Dr	2.0	4	3.1	2	3572	459,900	445,000	124.68	140





## Loan Report



Subjects

Loan Report

The Loan Report provides monthly housing expense estimates for the Photo Report property. The estimates are based on downpayments of 5%, 10, and 20% and loan amounts of 95%, 90% and 80% respectively. Mortgage payments are assumed over 360 months (30 years).

To learn more about the Loan Report, click on the numbered arrows.

Loan Report 3522 Talwyn Ct

Print | View Yahoo Map



Loan Rate National (7.625)

Purchase Price \$239,900



Purchase Data

Purchase Price  
Downpayment

Loan Amount

Monthly Payments

Principal & Interest (360 Mos.)  
Estimated Property Tax  
Estimated Property Insurance  
Estimated Mortgage Insurance

Estimated Housing Expense (PMT)

95% Loan @ 8.125%	90% Loan @ 8.125%	80% Loan @ 8.125%
\$249,900	\$249,900	\$249,900
12,500	25,000	47,900
\$237,400	\$224,900	\$202,000
\$1,769	\$1,769	\$1,769
132	132	132
73	73	73
192	192	192
\$2,166	\$2,166	\$2,166

220